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NEWS SUMMARY

GENERAL

Vietnam border war erupts

In heavy fighting between Indo-china's two Communist States, Vietnamese forces have crossed deep into Cambodia and are believed to be close to its capital, Phnom Penh.

Vietnam has thrown an estimated six divisions, armed with captured American weapons, into the battle which, it claims, follows a Cambodian offensive last September. The Cambodians, now outnumbered, are using inferior Chinese and North Korean arms. Back, Page 13

Letter bombs

Mr Adnan Omran, the Syrian ambassador to Britain, told the Financial Times yesterday that police in France had intercepted letter bombs addressed to the Syrian and other Arab embassies in Paris. Mr. Omran is believed to have been the target of the bomb which killed two of his staff in a car on New Year's Eve. Page 12

Relic's return

In a colourful ceremony in Budapest, U.S. Secretary of State, Mr. Cyrus Vance, yesterday returned to Hungary its most precious national symbol—the 1,000-year-old golden crown of St. Stephen, which had been in U.S. custody since 1945. Page 13

'Not inciting'

An Old Bailey jury decided that Mr. John Kingsley Read, a former chairman of the National Front, had not been inciting racial hatred in a speech in which he called coloured immigrants "niggers, wogs and coons." Judge McKinnon had described much of the evidence against Read as "rubbish." In his June, 1976 speech Read had also commented "one down a million to go" on the murder of an Asian youth.

Uneasy editor

Mr. Donald Woods, the banned newspaper editor who fled from South Africa, said in Britain yesterday that he still did not feel totally safe. His arrival with his wife and five children ended six days of travel since he fled from his home in defiance of a banning order served on him last October. He is to be invited to address the UN Security Council about South Africa's race policies.

New Lucan hunt

New police inquiries are being made in the hunt for the missing Lord Lucan, wanted in connection with the murder more than three years ago of his children's nannie. A man in prison in Italy has claimed to have seen Lucan in South America and that he was receiving money from an English resident in Barbados.

Thatcher's guess

Mrs. Margaret Thatcher, the Conservative leader, told Scottish schoolchildren yesterday that she did not expect a general election before October, but that the run-up to one had already started. Page 12

Briefly . . .

James Watson, 25, of Huddersfield, was jailed for life for starting fires which caused nearly £370,000 worth of damage.

Poison is thought to have killed 27 foxhounds belonging to a hunt used by Mr. Liam Cosgrave, the former Irish Premier.

Skateboarders in Ilkeston, Derbyshire, have a new craze—tying blazing rags to their boards. Skateboard lobby, Page 12

Government methods of forecasting traffic levels for road-building schemes are strongly criticised in a new report. Page 15

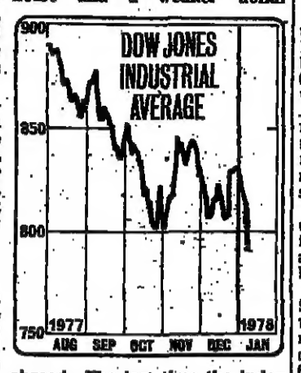
Brother of Saudi King Khaled is suing Sir David McNee, London's police commissioner, for the return of his Rolls-Royce, kept in police detention since its alleged theft last autumn.

Human skull was found inside a tiger shark caught in nets near Durban, South Africa.

BUSINESS

Wall St. below 800; rally in Golds

● WALL STREET closed 11.43 down at 793.49, on apprehension about higher interest rates at home and a weaker dollar abroad. The last time the index closed below 800 was October 2, 1975.



● EQUITIES were quieter, with the main interest in second-line shares. Gold shares rallied with the rise in the bullion price, and the Gold Mines index put on 6.3 to 136.6. The FT Ordinary Share index rose 2.8 to 497.3, making a gain of 11.9 on the week.

● GILTS rallied after early falls and losses of ¼ left the Government Securities index 0.21 down at 77.88.

● STERLING rose 4.20 cents to $1.9300 and its trade-weighted index rose to 65.3 (64.7). The dollar's widened to 4.33 per cent. (4.49).

● GOLD rose $3¼ to $169¼.

● GOVERNMENT plans to restrict the growth of public spending to 2 per cent. a year from now until the early 1980s will be disclosed in detail in the annual Expenditure White Paper next Thursday. Page 15.

● POST OFFICE Staff Superannuation Fund, the largest pension fund in the U.K., has an actuarial deficiency of over £1.7bn. Page 15 and Lex

● NATURAL GAS exploitation schemes in Bangladesh could bring $660m. worth of processing contracts to U.K. equipment suppliers, Mr. Callaghan has been told, after the Prime Minister took a personal hand in negotiations. Back Page

● LEYLAND CARS new product plans will involve substantial changes to the Marina and Princess models. Page 12.

LABOUR

● SWAN HUNTER boilermakers on Tyneside have said they will end their working agreement because of the erosion of pay differentials following the award to outfitters. Meanwhile hopes for an end to the three-week old unofficial strike of Liverpool dockers faded after local arbitration talks failed. Page 15

● RETAIL FOOD industry workers are to get wage rises of up to 13 per cent. awarded by the Retail Food Trades Wages Council, in spite of objections by the Department of Employment that the increases breach government guidelines. Page 15.

● URANIUM shipments from Australia have been halted by the government pending a union poll into the export of reserves. Page 19

COMPANIES

● SMALL COMPANIES and recovery stocks held the limelight on the stock market in 1977 according to latest performance figures from the unit trust industry. Page 12

● TRIANG-PEDIGREE Receiver's report has been handed to the Welsh Secretary, but he has decided to defer action on the Merthyr Tydfil toy manufacturer until after a union delegation on Tuesday. Page 12

CHIEF PRICE CHANGES YESTERDAY

RISES

Arbuthnot Latham	160	+ 5
Assed. Dairies	273	+ 6
Assed. P. Cement	272	+ 5
Beaumont Properties	99	+ 6
Britannic Ass.	172	+ 8
Bunzl Pulp	103	+ 6
Burtonwood Brewery	157	+ 12
Cement-Roadstone	128	+ 6
Centrovincl. Ests. Cap.	90	+ 9
Clarke Nickolls	60	+ 5
Comet Radiovision	168	+ 6
Dale Electric	160	+ 8
Dorada	73	+ 5
ERF	137	+ 8
Haslemere Estates	255	+ 6
Howard & Wyndham	22½	+ 4
KCL	244	+ 12
Irish Distillers	132	+ 11
Keyser Ullmann	49	+ 4
Leisure Caravans	116	+ 7
Lucas Inds.	266	+ 6
Pauls and Whites	114	+ 6
Sainsbury (J.)	207	+ 9
Vosper	154	+ 14
Watmoughs	91	+ 6
Yarrow	290	+ 6
Clyde Petroleum	138	+ 6
De Beers Dfd.	303	+ 17
Charter Cons.	136	+ 8
Cons. Gold Fields	185	+ 10
Pres. Brand.	847	+ 97
Randfontein	£30½	+ 1
St. Helena	785	+ 82
Wankie Colliery	39	+ 6

FALLS

Treasury 10½pc 1999 (£15 pd.)	£15¾	− ¼
Coral Leisure	128	− 6
Esperanza Trade	156	− 7
Fodens	56	− 4
Vickers	158	− 7
BP	842	− 22

Three banks cut overdraft rates as MLR falls

BY MICHAEL BLANDEN and MICHAEL CASSELL

The cost of borrowing was reduced yesterday as three of the big four banks announced cuts in their overdraft rates. The trend in the U.K. contrasted with a renewed rise in the U.S. Citibank, the second largest U.S. commercial bank, raised its prime lending rate from 7¾ per cent. to 8 per cent.

The moves in the U.K. followed the expected reduction in the Bank of England's minimum lending rate from 7 per cent. to 6½ per cent. after yesterday's weekly Treasury bill tender.

The downward trend in rates makes it virtually certain that the building societies will bring the mortgage rate down again next week to its lowest level since early 1973.

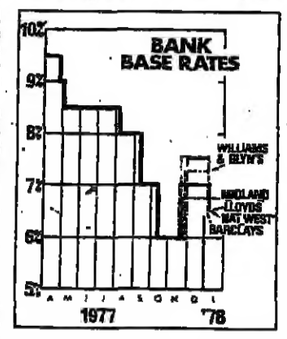
The mortgage rate could be cut by ½ per cent. or 1 per cent. from the present 9½ per cent., after falling from 12½ per cent. last year.

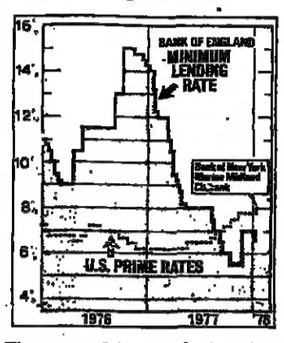
The council of the Building Societies Association is expected to recommend a reduction in the rate paid to investors, probably of ½ per cent. from the present 6 per cent. net, when it meets next Friday.

The fall in bank lending rates yesterday was led by Barclays Bank, which announced that its base rate was being brought down by 1 per cent. to 6½ per cent. It cut its rate on seven-day deposits from 4½ per cent. to 3 per cent.

Later National Westminster and Lloyds fell into line at the same levels. The changes mean that the top-quality corporate customers of these banks will pay 7½ per cent for overdrafts. Other customers will pay up to 11-11½ per cent.

The changes went some way to eliminate the disparities which have existed among the banks as a result of the increases in their rates in late November and early December. NatWest had previously been on a 7½ per cent. base rate, but with a deposit rate of only 4 per cent. Lloyds had been using a 7 per cent. base rate and a 3½ per cent. deposit rate.





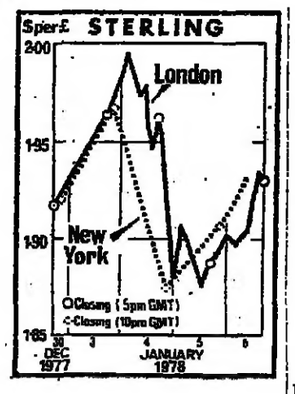
They left Midland Bank, however, still offering overdrafts on a base rate of 6¾ per cent.—previously the cheapest—with Williams and Glyn's on ¼ 7½ per cent base rate. These two banks are expected to consider their rates early next week. There is a fair chance that they will come back into line with the rest.

The reduction in MLR was widely expected in the money markets, after the earlier rises in the value of sterling, and the downward pressure on interest rates, which continued even after the sharp turnround in the exchange markets after the U.S. initiative on Wednesday.

The move appeared to be acceptable to the Bank as reflecting the new circumstances.

It was the first change in MLR since the rate was pushed

Continued on Back Page



Dollar slips again

BY MICHAEL BLANDEN

THE DOLLAR slipped yesterday against leading currencies after the sharp recovery on Thursday on the strength of the new U.S. policy of active intervention in the exchange markets.

Mr. William Miller, recently designated as chairman of the U.S. Federal Reserve system, added his support to the change in the U.S. approach. He said that the dollar was undervalued and active intervention was justified to build confidence.

U.S. measures to defend the currency are expected to be one of the main topics of conversation at the monthly meeting of central bankers in Basle on Monday and Tuesday. Dr. Arthur Burns, retiring chairman of the Fed, is expected to make a valedictory appearance at this meeting.

The bankers also may discuss the subject of gold and the debt exposure of the less developed countries.

Yesterday's exchange market dealings brought a sharp rise in the pound against the U.S. dollar, with other leading currencies also gaining ground. Sterling rose in thin trading towards the close of business to show a gain of 4.20 cents on the day at $1.9300.

This contrasted with the drop of 7.40 cents recorded on the previous day. The pound's value as measured by the trade-weighted index against a basket of other currencies also rose, to 65.3 compared with 64.7 on the previous day.

European central banks were reported to have given support to the dollar which, nevertheless, fell against the West German D-Mark to DM2.1255 compared with DM2.1560 on the previous day.

Editorial Comment Page 14
Sterling catches the holiday spirit Page 15

£ in New York

—	January 6	Previous
Spot	$1.9150-9200	$1.9050-9100
1 month	0.20-0.25 prem.	0.03-0.07 prem.
3 month	0.38-0.43 prem.	0.17-0.21 prem.
12 month	0.90-1.10 prem.	0.45-0.55 prem.

Whittaker resigns Leyland post

BY STUART ALEXANDER

MR. DEREK WHITTAKER has resigned as managing director of Leyland Cars and will not be replaced, Mr. Michael Edwardes, new chairman of British Leyland, announced yesterday.

Mr. Edwardes also gave his time-table for drawing up plans for reorganisation of Leyland's management and manufacturing facilities and the rationalisation of its range.

Control of the company as it formulates its new plans will be assumed by Mr. Ray Horrocks, recently appointed as deputy managing director of Leyland Cars.

Mr. Whittaker is the second senior executive to resign from Leyland within a month. In December—a month after Mr. Edwardes took over the chairmanship—Mr. Alex Park announced that he was leaving his job as chief executive and managing director of the whole group.

According to Leyland yesterday, Mr. Whittaker told Mr. Edwardes early in December that he would like to leave. Mr. Edwardes said that Mr Whittaker had had the "unenviable task" of having to wrestle with a host of formidable problems.

Even successes like the Rover 3500's winning the Car of the Year award had been overshadowed by the difficulties facing the cars company. In July this year Rover produced only three cars.

Mr. Edwardes defended Mr. Whittaker's record and said there had been no difference of opinion over model development. Mr. Whittaker had been closely involved in the current reorganisation and generally supported the options being considered.

Last night Mr. Whittaker said the main reason for his resignation was that he wanted to be a vice-chairman of the restructured group with special responsibility for cars. However, he had not been offered that job.

He emphasised, however, that there had been no clash between him and Mr. Edwardes, even on points of detail, and added that he had high regard for Mr. Horrocks "from what I have seen of him."

Mr. Whittaker said: "I will be working flat out until the end of January, as I have been asked to do. I have no idea what will happen then, but in the meantime I have been beavering to keep Leyland Cars on course."

The decision not to make a new appointment to the £35,000 a year job reflects the efforts being made to strengthen the management before its structure is changed and plans for new models finalised.

The most likely outcome appears to be separation of the volume cars sector from specialist and sports cars and extensive changes in the new Mini project.

While a decision on the Mini needs urgent attention — Mr. Edwardes confirmed in a statement to all employees yesterday that the car was to be modified, but in a way that would not waste work already in the pipeline—the most pressing problem to be considered by the British Leyland Board was the future shape and size of the cars division.

Mr. Edwardes said that all loss-making areas at home and abroad were being given special attention. Consultations with employees' representatives on reorganisation were expected to start next week with talks on the major questions such as manning and the future of plants.

The Board would be asked to approve the corporate plan in early February. This would then be passed on to the National Enterprise Board, which holds 95 per cent. of Leyland's equity, and the Government.

Employees were told that the debate would be thorough but warned that it could not be prolonged.

This again emphasises the speed with which Mr. Edwardes is tackling the problem. The new managers now being recruited and expected to join Leyland over the next few weeks will not be given long to familiarise themselves before coping with the major problem of splitting up Leyland Cars.

Some of the new managers would move on to their specialist areas while others might form a central management core around Mr. Edwardes.

The question of manning is more difficult. There has been a considerable shake-out already on the clerical and management side—in 1975-76—although the numbers employed are thought to have crept up again slightly.

Whittaker succumbs and Car chief backs progress Page 12
Unofficial strike threat to Ford, Back Page

FINANCIAL TIMES

The price of the Financial Times will be increased from 12p to 15p on Monday, January 9. We have given an undertaking to the Price Commission that no further cover price or advertisement rate increases are planned for the newspaper during 1978, and that furthermore, unless the rate of inflation turns sharply upwards over the period, no further cover price increase is planned for 1979.

Carter pledges 8,000 more troops in Europe

BY GUY DE JONQUIERES AND DAVID BUCHAN

BRUSSELS, Jan. 6.

THE NUMBER of U.S. troops in Europe would grow by 8,000 in the next 18 months, President Carter said to-day. The defence budget to be submitted soon to Congress would provide for a 3 to 5 per cent. increase in real terms over the planned $117bn. for 1977-78.

At the same time, Mr. Carter, who also visited the EEC Commission, sought to soothe anxiety among Europe's NATO members about the U.S. handling of the strategic arms limitation talks with Russia, promising that they would be consulted as the talks moved towards their final stage.

He added after a meeting with NATO ambassadors that he believed he had relieved some concerns, which had been aroused particularly by his unexpected statement in Warsaw last week that he hoped for a new, third round of arms limitation negotiations with Moscow which would include tactical nuclear weapons based in Europe.

At the same time as Mr. Carter's disclosures on the defence budget, a report published by the New York Times cast serious doubts on NATO's defence capability in the event of a conventional war.

A study by U.S. Government agencies revealed that the security of Europe would continue to be a major priority for the U.S. but added that the chances of western Europe's recovering ground after a Soviet attack appeared remote.

'Nothing to hide'

The President did not give specific undertakings on how the U.S. would approach the question of nuclear arms in Europe, or the related issue of the transfer of "cruise" missile technology to its European NATO partners. But, apparently he succeeded in allaying some fears that the U.S. might negotiate away NATO's prized tactical nuclear defences against its will.

Stressing that the U.S. had nothing to conceal from NATO, he said that if governments had questions or doubts about any aspect of American defence policy "they have only to contact me directly" and they would receive an immediate answer.

Just as reassuring was his decision to ask Congress for a real increase in defence spending in fiscal year 1979 slightly above the 3 per cent. norm agreed last year by NATO Ministers.

The 8,000 additional troops would include an extra brigade in Germany, a new F-111 squadron in Britain and additions to existing units.

During the meetings at NATO and EEC headquarters, Mr. Carter underlined the importance attached to strengthening the solidarity of both organisations. He made clear that, unlike some previous U.S. Administrations, he did not regard tighter cohesion of the Community being against American interests.

The EEC should do more to strengthen links with Japan, while continuing to co-operate closely with the U.S., so that a more effective approach could be taken to questions such as world economic recovery and development of the talks between industrialised nations and the third world.

U.S. defence report Page 13

TWA plans cheap air fares to Boston and Philadelphia

BY LYNTON McLAIN, INDUSTRIAL STAFF

ANOTHER salvo in cut-price trans-atlantic air fares battle has been fired by Trans World Airlines. With the news that it plans to introduce no-reservation cheap fares between London, Boston and Philadelphia on April 1.

The airline said the equivalent of one Boeing 747 Jumbo jet a week would be available to passengers. Stand-by seats would not be offered "if all seats are booked."

The move has been welcomed by Laker Airways, whose Skytrain service to New York, which began last September sparked the current round of fare reductions. Laker said the move could only be good for the consumer, but suggested that TWA was likely to be offering the stand-by seats "at below cost price."

TWA said the popularity of stand-by fares on the run between London and New York had encouraged passengers from Boston and Philadelphia to travel to London via New York rather than to use direct flights. More than 16,000 people bought TWA stand-by seats between New York and London between September and December last year.

'Not wise'

The proposed TWA fares are £63 between London and Boston, £83 from Boston to London, £66 from London to Philadelphia and £88 between Philadelphia and London. On the New York to London run the return fare is £149.50.

British Airways said it was "not wise" for any airline to file fare proposals in view of the imminence of the next meeting of the International Air Transport Authority. This will be in Geneva on Tuesday. It is hoped airlines will agree to fares after April 1 on the North Atlantic.

TWA pointed out that its previous stand-by fares on the New York run had been put into effect without IATA approval. The airline is awaiting approval from the U.S. Civil Aeronautics Board and the Civil Aviation Authority.

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For latest Share Index 'phone 01-246 8026

The week in London and New York

MLR cut boosts gilts

ONLOOKER

THE MOVEMENT of sterling and the prospect of a further cut in interest rates were strong influences in the market this week. Gilts opened with rises of up to ½ point on the hope of a cut in MLR but the effects of a stronger pound on the overseas earnings of major U.K. companies meant that equities were in little demand.

The story was much the same in early dealings on Wednesday but once it became apparent that buyers had to take up larger than expected amounts of the short "tap stock" gilts finished the day slightly lower.

But the pendulum swung the other way on Thursday following the overnight decision by the U.S. authorities to support the dollar. The Financial Times Industrial Ordinary Index rose 6.7 on the day while gilts fell ½ point. However the ½ point cut in MLR and the lack of any new tap stock left gilts looking stronger at the close yesterday.

Coral holidays

The stock market was hardly enchanted by the news late on Thursday that Coral Leisure was bidding around £55½m. in shares and cash for Pontin's, the holiday camp company.

Coral's share price, one of the top performers last year (rising 149 per cent.), fell 9p to 134p as the bid was announced and yesterday more than £1½m. was knocked off the value of the deal as the shares tumbled another 6p.

The bid represents around 15 times Pontin's forecast earnings and buys net assets of around £43m. The market, Pontin's shareholders apart, clearly regards this as too high a price to pay — particularly as Coral's say that the deal will dilute its earnings by around 9 per cent.

The motivation behind Coral's bid is the group's desire to improve the quality of its earnings and find other sources of income away from the politically sensitive, but highly successful areas of gambling and casinos — "something which the City and the financial press have been telling us to do for years," says group chairman Nicholas Coral.

But some City analysts were saying yesterday that the deal was a retrograde step with a large slice of Pontin's profits coming from camp-site activities including bingo and other forms of gambling—and that Coral's image as a growth stock would suffer by the takeover.

The group's first major diversification came last summer with the £16.7m. takeover of Centre Hotels and the critics of the current deal would have preferred Coral's to have concentrated its diversification in hotels which produce a better quality of earnings and assets.

Meanwhile Nicholas Coral is a little surprised at the stock market's reaction. "I expected the shares to fall, but not below 130p," he said.

Beer & spirit prices

Distillers has gone forward with its application to the Price Commission for a big jump in whisky prices. When the EEC Commission declared the group's dual pricing policy unlawful just before Christmas, Distillers announced its intention to withdraw some brands from the home market and apply for price increases on the rest of £6 a case.

But Distillers look to be playing a political game. It is very unlikely that the Price Commission will entertain that sort of rise. Perhaps the company can justify a £2 increase but that would still leave U.K. prices out of step with the Continent. Then Distillers might withdraw more brands but that would only aggravate relations with the Commission, which are not exactly good following the removal of Johnnie Walker from the U.K. market. It could be a prolonged battle.

THE TOP PERFORMING SECTORS IN FOUR WEEKS FROM DEC. 8

	% Change
Discount Houses	+10.5
Property	+ 9.1
Office Equipment	+ 8.8
Newspapers, Publishing	+ 8.0
Insurance (Composite)	+ 7.3
Entertainment and Catering	+ 7.2
All-Share Index	+ 2.5

THE WORST PERFORMERS

Motors and Distributors	− 0.2
Chemicals	− 0.3
Insurance (Brokers)	− 1.0
Investment Trusts	− 1.3
Toys and Games	− 2.6
Breweries	− 3.7

Elsewhere Allied Breweries, when releasing its preliminary figures, confirmed that it was on the point of applying for a price increase. No doubt all the major brewers are determined to make an approach: what is surprising is that they have not made any positive moves before especially as the meeting with Mr. Hattersley took place a month ago. Presumably they fear that the first one in will be subject to an in-depth scrutiny by the Price Commission under its new working brief.

Last summer the Commission undertook a complete review of the whole industry which could easily be used as a bed rock for a further study of *a single* group. A brewer is probably an ideal company for an investigation from a political point of view especially if there are thoughts of a General Election, so none of the brewers are rushing to be first with an application.

The idea of a full-scale investigation is not at all inviting. Companies have to reveal a mass of financial data not otherwise available to outsiders. This has also meant a breach of the Stock Exchange rules on price sensitive information. So far the Exchange has turned a blind eye, but no doubt it is unhappy.

Companies themselves are evidently full of complaints and the CBI is drawing up a list of grievances. The Commission has come in for a lot of stick recently, though individual companies are obviously reluctant to discuss their experiences.

However some insight as to how the Commission is thinking will be revealed next week when it publishes its first series of reports. Monday is the likely date for the Commission's finding to be announced on Barclays Bank, Metal Box and the CEGB, with Fisons and United Glass, likely to follow in a week or so.

Bread losses

There are serious implications for the bread industry in the profit forecast contained in the annual report and accounts of Ranks Hovis McDougall published this week. RHM is forecasting full year profits "close" to those of last year. Since this year's figures will include a £3m. turnround out of losses at the Wessex finance subsidiary plus say, a £2m. increase from overseas business, bread looks like making a loss of £5m. The losses could even be greater because the forecasts are based on conditions in the bread industry getting no worse.

Excluding the cost of the strike, around £3m. as far as RHM was concerned, this leaves a further loss of £2m. or so directly attributable to foreseeable conditions up to March. There is little prospect of improvement beyond that, particularly with the labour problems not yet fully resolved. Associated British Food is, of course, facing identical conditions.

For both these companies another 2p price increase would probably put things right, but for Spillers it is another matter. For the year to January 31 Spillers is already expected to show losses of around £7m. This estimate may now be on the low side and the following year already has a built-in £3m. or so loss, based on the RHM forecast, before it even starts. A price increase to follow would probably hit volume again leaving Spillers even further behind. Already it is carrying accumulated losses on bread over the three years to date of at least £17m.

As James Ferguson, an analyst with James Capel, points out, all this brings much closer a major rationalisation of the bread industry. If Spillers were to pull out of bread it could expect to pick up milling customers from ABF and RHM. They in turn would be employing more of their own milling capacity internally to service the increased market shares in bread taken over from Spillers.

A bad start

BY STEWART FLEMING

NEW YORK, Jan. 6.

WALL STREET'S unease about the implications of the fall in the dollar for business and share prices turned to paranoia this week. Any hopes that the new year would get off to a buoyant start were dashed on the first trading day of 1978 when, on Tuesday, the Dow Jones Industrial Average plummeted 13.43 points.

Although volume of trading was low this was more a reflection of the market's anxiety than any new year hangover. The range of concerns included fears of rising interest rates and tightening credit, the uncertainty over the change in the chairmanship at the Federal Reserve and what this change might mean for the inflationary outlook.

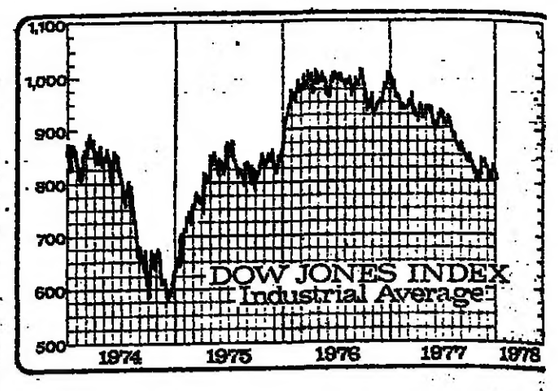
But it is has been the dollar's performance that has dominated Wall Street's thinking this week when the currency came under further pressure on Wednesday share prices slumped again. News of the reversal of the Carter Administration's change of heart on the question of supporting the currency provided some relief. But by Thursday the widespread anxiety that Federal Reserve support may be no more than a palliative and does not tackle the fundamental issues—the balance of payments problem—eroded investor confidence again.

What looked like another blow at share prices was struck first thing on Friday morning with Citibank's announcement that it was increasing its prime lending rate from 7¾ per cent. to 8 per cent. It is far from clear that other banks will follow the Citibank lead. Some analysts were arguing that the move cannot be readily justified in terms of credit demands but must reflect the bank's judgment of where short-term interest rates are going—a judgment not universally shared.

But the prospect that Citibank's moves will provide further impetus to recent upward movements in interest rates and the implication for Ordinary shares of rising bond yields cut yet another support from under share prices.

Thus after last year's 17.3 per cent. fall in the Dow Jones Industrial Average, the Index has started the year by sinking, at least temporarily, below what has been seen as the crucial 800 support point. It has been argued that smaller second-line shares quoted on the American Stock Exchange and "over the counter" have performed much more strongly than most shares in 1977. The Amex Index for example rose 16.4 per cent. and the Nasdaq Composite Index rose 7.3 per cent.

These trends provide little consolation for most investors however. End-year stud suggest that the drop in t total market value of stocks li year was more than ten tim larger than the gain in the co bined market value of shares the Amex and Nasdaq, "over the counter" mark And now 1978 has got off to bad start.



DOW JONES AVERAGE

Tuesday	817.74	−12
Wednesday	813.58	− 4
Thursday	804.92	− 8
Friday	793.49	−11

Mining — Gold share enigma

BY KENNETH MARSTON, MINING EDITOR

MUTTERINGS of "you can't win" may well have been heard from bewildered holders of South African gold shares this week. They could hardly have been prepared for the wild movements that have taken place in both share and metal prices, especially in view of the rather more hopeful picture that gave out a glow over the festive season.

After all, the troubled South African political scene had quietened after its recent traumas, the price of gold was edging above $160 per ounce, the requirement that a U.K. seller of overseas stocks should surrender 25 per cent. of the investment dollar premium had been dropped and cheerfully awaited were the December-quarter mine profits.

And to set the happy scene, the gold price moved up sharply in New York at the beginning of this week. In London on Tuesday it advanced $4 to $169.125 an ounce and non-premium prices of gold shares jumped for joy as the overseas buyers moved in. But there was not much joy for U.K. holders.

Prices of their shares were inclined to ease, if anything, and the Gold Mines Index closed 0.5 off on the day at 132.7. The answer to this paradox was simply that the investment dollar premium had fallen, wilting to an effective rate of just under 30 per cent. It was 25.5 per cent. yesterday.

Barely a fortnight earlier it had been over 40 per cent. prior to the news that the premium "tax" was being dropped. At that time a share costing, say, 100p plus 40p premium would have fetched only 130p on a sale under the surrender rule. But the 10p tax-saving had disappeared on Tuesday in line with the lower premium of 30p. Furthermore, there were fears that the premium would dwindle further and perhaps go altogether.

On Wednesday, however, a fresh rise in the gold price to $171.875, its highest since May, 1975, touched off a renewed overseas demand for non-premium gold shares which also pulled up the U.K. cum-premium prices with the result that the index gained 5.6 to 138.3.

Thursday brought news of the U.S. support measures for the dollar and a consequent reaction in the gold price to $166.125. Inevitably this sounded the retreat for gold shares and the index tumbled to 130.3. Yesterday it recovered to 136.6 in line with gold which rallied to $169.87, helped by the news that a best-ever price of $171.26 had been obtained at the International Monetary Fund's latest monthly auction of gold.

If you look now at the accompanying graphs you will see how the weakness of the dollar has influenced the price of gold, particularly over the past two months. Taking a base date of October 28 last and expressing the gold price as 100, the graph shows that it has risen much more in dollar terms than in terms of Special Drawing Rights which are international units of value in terms of major world currencies.

In other words, gold has not risen all that much in price to the European buyers who play an important part in the industrial demand which accounts for all the newly-mined production of the metal: in the 1974-75 boom when the price reached nearly $200 there was a marked falling away in jewellery and other industrial demand.

As the larger graph shows, gold share prices are lagging well behind the past year's rise in the bullion price, a discount that reflects South African political fears. Dividend yields are quite generous—especially to the overseas non-premium buyers—but U.K. investors still have to live with the fear of a further fall in the investment premium.

A gold share investor now has to take a view on the U.S. dollar. If he believes that this is now out of the wood, he will not expect any sizeable further rise in the gold price in the near term. If he is an overseas investor, however, he may still take the view that shares are worth holding on to for income in this now prosperous industry.

U.K. investors on the other hand may remain uneasy about the premium, although some feel that the worst of its fall has been seen. They key to the future remains the course of the U.S. dollar and that country's economy.

If there are still difficult times ahead, we may reasonably expect a further rise in gold and continued overseas buying of gold shares.

On balance, a U.K. holder may decide to sit tight and be prepared to make averaging purchases in the event of any further fall in the premium. New buyers must just play things by ear, but at least they can hope to take a short-term profit when it appears, now that the premium surrender tax has been abolished.

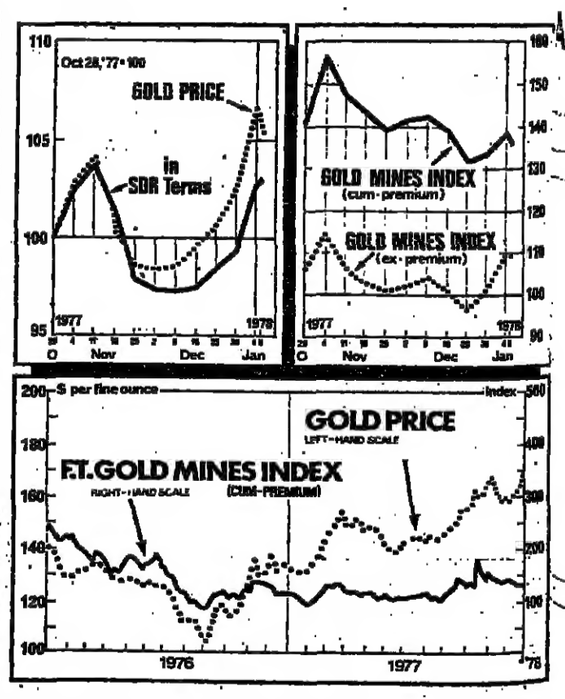
Talks have been resumed between Charter Consolidated and the Selangor State Government regarding the State's huge tin deposit which is currently the biggest in the world. It is expected that Selangor will have at least per cent. of equity in a development venture and it possible that Tronoh Min may also come into the pictur

* * *

Cornwall's Geevor Tin Min has boosted its half-year pr tax profits to £604,000 fro £145,000 a year ago. An interi is declared of 8.415p net a it is intended to recomme the maximum permitted fin The total for the year to la March was 18.05p.

* * *

The Botswana Governme has given the go-ahead fo De Beers' potentially maj new diamond mine at Jwanen in the southern part of th country. Details of the ventu are likely to be announce next month, but it is expecte that the mine will be in pro duction within four year Meanwhile, the Central Sellin Organisation's record work diamond sales figure for 197 is likely to be disclosed nex week.



MARKET HIGHLIGHTS OF THE WEEK

	Price Y'day	Change on Week	1977/8 High	1977/8 Low	
Ind. Ord. Index	497.3	+11.9	549.2	357.6	Hopes for exporters on $ move
Inv. $ Premium	24½%	− 7½	47½%	23½%	Exchange controls relaxed
Algemene Bank	£93½	−10½	£114	£88	Investment premium weakness
Associated Newspapers	172	+15	197	120	North Sea oil enthusiasm
Berjuntai	205	−20	260	155	Dollar premium weakness
Conzinc Riotinto	167	−25	325	119	Lower premium, currency upsets
Davies and Newman	122	+14	130	72½	Hopes of 1978 holiday boom
F. S. Geduld	£12¾	+ ⅞	£14	787	Erratic gold price movements
Harcros	83	+13	83	37	Bid from Harrisons & Crosfield
Hong Kong & Shanghai	239	−20	341	236	Investment premium weakness
Horizon Midlands	88	+16½	88	24	Hopes of 1978 holiday boom
London Sumatra	80	+11	81	40	Bid speculation
Mills and Allen	120	+10	122	25	Persistent speculative support
Peko-Wallsend	405	−40	555	345	Lower premium, currency upsets
Pontin's	46	+12	46	22½	Bid from Coral Leisure
Rank Organisation	262	+21	276	128	Ahead of results due Jan. 23
Sunley (B.)	212	+24	216	90	Revived bid speculation
Thomson Org.	715	+35	765	365	North Sea oil/share split hopes
Vickers	188	+13	242	144	Spec. demand/Compensation hopes
West Driefontein	£17	− ⅞	£23½	£13¾	Erratic gold price movements

U.K. INDICES

Average week to	Jan. 6	Dec. 30	Dec. 23
FINANCIAL TIMES			
Govt. Secs.	78.23	77.96	77.55
Fixed interest	81.15	80.62	80.09
Indust. Ord.	491.3	488.8	478.9
Gold Mines	134.5	136.5	132.7
Dealings mkd.	5,395	3,623	3,508
FT ACTUARIES			
Capital Gds.	211.64	209.48	205.00
Consumer (Durable)	194.53	194.41	190.25
Cons. (Non-Durable)	205.41	205.14	200.91
Ind. Group	210.52	209.94	205.95
500-Share	232.52	232.44	228.63
Financial Gp.	175.87	173.20	169.89
All-Share	216.13	215.64	212.08
Red. Debs.	63.04	62.44	62.03

TV/Radio

† Indicates programmes in black and white

BBC 1

9.50 a.m. Fingerbobs. 9.05 Canoe (part 1). 9.30 Multi-coloured Swap Shop. 12.13 p.m. Weather.
12.15 Grandstand: Football Focus (12.20) FA Cup Third Round; Racing from Haydock Park (12.50, 1.25, 1.55, 2.25); 1.10 Tug of War: The World Championship: 1.40 Squash Rackets: Alauddin v. Jahan; 2.10 Surfing: 2.40 Rugby League: Wigan v. Bradford Northern: 3.30 American Football: Michigan v. Washington; 4.40 Final Score.
5.10 The New Adventures of Batman.
5.35 News.
5.45 Sport/Regional News.
5.50 Jim'll Fix It.
6.25 Dr. Who.
†6.50 Saturday Film: "City Beneath The Sea," with Robert Ryan and Anthony Quinn.
8.15 The Two Ronnies.
9.00 Starsky and Hutch.
9.50 News.
10.00 Match of the Day.
11.05 Parkinson.
12.05 a.m. Weather.
All Regional Programmes as BBC-1 except at the following times:—
Wales—8.40-9.05 a.m. Telliffant. 12.07-12.32 p.m. Broadsides.
Scotland—4.55-5.10 p.m. Scoreboard. Sport in Scotland. 5.45-5.50 Scoreboard. 10.00-10.35 Sportscene. 10.35-11.05 Songs of Scotland. 12.05 a.m. News and Weather for Scotland.
Northern Ireland—5.00-5.10 p.m. Scoreboard. 5.45-5.50 Northern Ireland News. 12.05 a.m. News and Weather for Northern Ireland.

BBC 2

2.55 p.m. Saturday Cinema: "Bathing Beauty," starring Esther Williams.
4.30 Play Away.
5.05 Horizon.
5.55 International Indoor Bowling: England v. Ireland.
6.25 Don Carlos: Verdi's opera from La Scala, Milan (simultaneous with Radio 3 stereo). Prologue, Acts 1 and 2.
8.10 News and Sport.
8.30 Don Carlos (Act 3).
9.10 Opera Books discussed by Robert Robinson.
9.30 Don Carlos (Acts 4 and 5).
11.00 News on 2.
11.05 Midnight Movie: "The Frightened City," with Herbert Lom, Sean Connery and Yvonne Romain.

LONDON

8.30 a.m. Fun Food Factory with Nanette Newman and Terry Mancini. 8.55 Junior Police 5. 9.00 Our Show to include Sesame Street and Cartoons. †11.00 Saturday Cinema: "Belles Of St. Trinians" (1957) with Alastair Sim and Joyce Grenfell.
12.30 p.m. World of Sport: 12.35 On the Ball; 1.00 International Sports Special: 1—Arm Wrestling from Houston, Texas; 1.10 News from ITN; 1.20 The ITV Seven—1.30, 2.00, 2.30 and 3.00 from Sandown; 1.45, 2.15 and 2.45 from Market Rasen; 3.10 International Sports Special: 2—Showjumping: The Martell International from Harwood Hall; 3.50 Half-time Soccer Round-up; 4.00 Wrestling from Harrogate; 4.50 Results Service.
5.05 News.
5.15 Celebrity Squares.
6.00 Man From Atlantis.
7.00 Sale of the Century.
7.30 "Battle Of The Bulge" (1966) starring Henry Fonda.
10.20 News.
10.35 Saturday Celebrity Concert with Dionne Warwick.
11.35 Pro-Celebrity Snooker.
All ITV Regions as London except at the following times:—

ANGLIA

9.00 a.m. Animal Alphabet Parade 9.10 Cartoon Time. 9.30 Tiswas. 10.20 Spiderman. 10.45 Tiswas. 11.25 Valley of the Dinosaurs. 11.55 Tiswas. 6.00 p.m. Man from Atlantis. 12.20 a.m. At the End of the Day.
9.05 a.m. The Rolf Harris Show. 9.30 Tiswas. 5.15 p.m. Man from Atlantis. 6.15 Get Some In! 6.45 Celebrity Squares. 7.30 Logan's Run. 8.55 Sale of the Century. 9.25 City of Angels. 10.35 Angels Defence. 11.35 Celebrity Concert.

BORDER

9.30 a.m. Skimming the Surface. 10.15 Border Weather. 10.20 News and Border Weather. 11.35 Police Sergeon.

CHANNEL

12.18 p.m. Puffin's Birthday Greetings. 5.05 News followed by Channel Islands Weather. 10.20 News followed by Channel Islands Weather. 10.35 Appointment with Fear

GRAMPIAN

9.00 a.m. Scene on Saturday. 9.45 The Woody Woodpecker Show. 10.15 Woobinda. 10.45 Cartoon Time. 11.00 The Lost Islands. 11.50 The Secret Lives of Waldo Kitty 12.00 p.m. Captain Scarlet and the Mysterons Operation Time. 5.15 Cartoon Time. 5.30 Happy Days. 10.35 The Maharajahs. 11.30 Reflections. 11.35 The Frankie Vaughan Show.

GRANADA

9.30 a.m. Tiswas. 11.35 p.m. Second City Revue. 12.05 a.m. Midnight Movie! "The Questor Tapes."

HTV

9.05 a.m. Master Golf. 9.30 Tiswas. 10.15 Batman. 10.45 Tiswas. 11.25 Beachcombers. 11.55 Tiswas. 11.35 p.m. Gibbsville.
HTV Cymru/Wales—As HTV General Service except: 5.15-5.30 p.m. Cartoon-time 5.30-6.00 Sion a Sian. 11.35-12.30 a.m. A Glad Day.
HTV West—As HTV General Service.

SCOTTISH

9.00 Horses in our Blood. 9.30 Tiswas. 11.35 Late Call: Rev. Dr. Arthur Gray, Assistant Minister at Croftfoot Church, Glasgow. 11.40 Danger in Paradise: The Sun Children

SOUTHERN

8.50 a.m. Weekend 12.20 p.m. Weekend followed by Regional Weather. 7.30 55 Days at Peking 11.35 Southern News. 11.40 Quincy. 12.5 a.m. Weather followed by The Russian Orthodox Church.

TYNE TEES

9.00 Survival. †9.30 The Saturday Film: "Holiday Camp." 11.15 Batman. 11.35 West Side Medical. 12.35 a.m. Epilogue.

ULSTER

10.10 a.m. Sean the Leprechaun. 10.20 Baldmoney. Sneezewort, Dodder and Cloudberry. 10.35 Beachcombers. 11.00 Survival. 11.30 Sesame Street. 11.35 p.m. Manhunter.

WESTWARD

9.00 a.m. The Beatles. 9.25 Survival. 9.55 Curtain Raiser. 10.05 Huckleberry Finn with Ron Howard and Jean Howard. 11.30 Gus Honeybun's Birthdays 11.35 Space 1999 11.35 p.m. In a Balloon over the Alps. 12.00 Faith for Life.

YORKSHIRE

9.00 a.m. The Rolf Harris Show. 9.25 "The Crimson Pirate." 11.00 Valley of the Dinosaurs. 11.30 Happy Days. 12.00 p.m. Calendar Kids. 11.35 Kathy Karuks is a Grizzly Bear.

RADIO 1 — 247m

(S) Stereophonic broadcast
6.00 a.m. As Radio 2. 8.05 Ed Stewart with Junior Choice (S). 10.00 Kid Jensen. 12.00 Paul Gambaccini—top pop and soul. 1.31 p.m. Rock On—The mean scene. 2.30 Alan Freeman (S). 5.31 Alexis Korner's Blues and Soul Show (S). 6.30 In Concert with Joan Baez (S). 7.30-12.33 a.m. As Radio 2.

RADIO 2 — 1,500m and VHF

6.00 a.m. News Summary. 6.02 Tom Edwards (S) with The Early Show including 7.03 and 8.03 Test Cricket: Pakistan v. England. 8.04 Racing Bulletin. 8.06 As Radio 1. 10.02 Cricket. 10.03 Wally Whyton (S). 12.02 p.m. Test Cricket. 12.03 Two's Company (S). 1.02 Tribute to Ted Ray. 1.30-5.55 Sport On 2. Cup Tie Special (1.30, 2.10, 2.40, 3.10, 3.45, 4.42, 5.00, 5.45). Racing: Sandown Park (1.38, 2.08, 2.25, 2.55, 4.50) with a classified check at 4.50. Cricket: Second Test (1.38, 2.10, 5.20) Pakistan v England Rugby Union (1.30, 2.40, 3.10, 5.25) Tennis (1.20, 2.10, 5.30) The Colgate Masters Tournament. 5.00 Sports Report Birthday Special. A celebration of 30 years on the air. Classified football at 5.1 and 5.45. Rugby Round-up at 5.25. 6.03 Festival. Excerpts from last year's International Slovene Song Festival 7.02 The Peter Goodwright Show 8.00 Radio 2 Top Tunes (S). 8.15 Bill McGuffie (S). 8.30 Take Your Partners (S). Radio 2 Ballroom. 9.30 Saturday Night with the BBC Radio Orchestra (S). 11.02 Sports Desk. 11.10 Alan Dell (S) with The Saturday Late Show, including 12.00 Midnight Newsroom. 12.30-12.33 a.m. News.

RADIO 3

RADIO 3 — 464m, Stereo & VHF (Medium Wave only)
17.30-9.50 a.m. Cricket: Second Test Pakistan v England. 7.55 Weather (VHF). 8.00 News (VHF). 8.05 Aubade (S) (VHF) Concert Walton, Prokofiev, Bennett, Theodorakis 9.00 News (VHF). 9.05 Record Review (S) (VHF). 10.15 Stereo Release (S) of music by Widor 10.50 BBC Symphony Orchestra (S) Concert: Britten, Wood, Dvorak. 12.02 p.m. John Amis (S) presents popular classics. 12.55 News. 1.00 Alban Berg Quartet (S) Concert (part 1) Schubert. Berg. 1.40 Talk. 1.05 Alban Berg Quartet (part 2): Dvorak. 2.30 Man of Action (S) Lord James of Rusholme chooses records 3.35 Music of the Masters (S) by Mozart, Scarlatti, Haydn. 5.00 Jazz Record Requests (S). 5.30 Critics Forum. 6.25 Don Carlos (S) (simultaneous with BBC-2 television) Opera in five acts by Verdi. Acts 1 and 2. 8.10 Personal View by Sir Ieuan Maddock. 8.30 Don Carlos (S) (Act 3). 9.10 The Romanticism of Schiller. 9.30 Don Carlos (Acts 4 and 5). 11.00 Sounds Interesting (S) Derek Jewell. 11.25 News. 11.30-12.35 Tonight's Schubert Song (S).

RADIO 4

434m, 330m, 285m and VHF
6.30 a.m. News. 6.32 Farming Today. 6.50 Yours Faithfully. 36.55 Weather. VHF Regional News. 7.00 News. 7.10 On Your Farm; 7.40 Today's Papers. 7.45 Yours Faithfully. 7.50 It's a Bargain 17.55 Weather. VHF Regional News. 8.00 News. 8.10 Sport On 4 8.45 Today's Papers. 8.50 Strange to Relate. 9.00 News. 9.10 Pick of the Week (S). 10.00 News. 10.02 From Our Own Correspondent. 10.30 Daily Service 10.45 Between The Lines. 11.00 News. 11.02 Talking Politics. 11.30 Science Now. 12.00 p.m. News. 12.02 John Amis (S) as Radio 3. 12.55 Weather. VHF (except London and SE) Regional News. 1.00 News. 1.15 Any Questions? 2.00 Frank Muir Goes Into . . . Public Transport. 2.30 Thirty-Minute Theatre. 3.00 News 3.05 Does He Take Sugar? Programme for the disabled. 3.35 Music of the Masters (S) as Radio 3. 5.00 Kaleidoscope Encore. 5.30 Week Ending . . . 35.55 Weather. VHF (except London and SE) Regional News. 6.00 News. 6.15 Desert Island Discs. 6.50 Stop The Week with Robert Robinson. 7.30 These You Have Loved (S) Christopher Grier 8.30 Saturday Night Theatre (S) "The U-Boat that Lost its Nerve." 9.58 Weather. 10.00 News. 10.15 Hancock's Half-Hour. 10.45 The Thirty Years Peace (part 1): Reflections at Passchendaele. 11.00 Lighten Our Darkness. 11.15 News.

BBC Radio London

206m and 94.9 VHF
6.00 a.m. As Radio 2. 7.32 Good Fishing 8.00 News, weather, traffic, shopping, sports news. 8.15 The London Gardener. 8.30 David Kremer with Saturday Scene. 10.30 Sportscene. 11.30 The Robbie Vincent Saturday Show. 2.00 p.m. Bob Powell with London Country music. 4.30 Marjorie Bilbow with Close-up. 5.00 Guideline. 6.30 Close As Radio 2.

London Broadcasting

261m and 97.3 VHF
6.00 a.m. Morning Music. 7.00 A.M.—week-end news, reviews, features, sports 10.00 Jellybone. 1.00 p.m. Saturday Sport 6.00 Brian Hayes interviews 6.30 Decision Makers. 7.00 Geet Mala: Music Information, interviews in Hindustani 8.00 Saturday music. 9.00 Nightline.

Capital Radio

194m and 95.8 VHF
6.00 a.m. Kerry Juby's Breakfast Show 9.00 Peter Young's countdown. 12.00 Kenny Everett 2.00 p.m. Duncan John son—Afternoon Delight with music and sports results (S) 5.00 Joan Shenton's Person to Person (S). 6.00 Greg Edwards Soul Spectrum (S). 9.00 Nicky Horne's Mummy's Chart. 11.00 Mike Allen's American Dream. 12.00 Mike Allen's Buckeroo Boogie. 2.00 a.m. Pathfinder Convention. 3.00 Peter Young's Night Flight.

CHESS SOLUTIONS

Solution to Position No. 197 (b). Black wins by 1...P-N6; 2 K-B3, K-B4; 3 KxP (or 3 K-N4, K-Q5; 4 KxRP; K-K6; 5 K-N4, P-B6), K-Q5; 4 K-N4, K-K6; 5 KxP, K-B7 and the NP queens. No better for White is 2 K-B1, K-B4; 3 K-N1, K-Q5; 4 K-B1, K-K6; 5 K-N1, K-K7; 6 K-R1, P-B6; 7 PxP, K-B7

In the game Black chose (c) and the game was drawn after 1 P-B6 ch; 2 K-B2 (not 2 PxP? P-N6), PxRP; 3 PxRP.

Solution to Problem No. 197
1 R-K1, PxN; 2 N-Q2, PxN; 3 P-K4 mate, or if 1 P-K3; 2 R-Q1, P-K4; 3 P-B4 mate, or if 1 P-K4; 2 P-B4 ch, KxP; 3 R-Q1 mate.

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TV ratings, week ended December 25

U.K. TOP 20: Viewers (m.)

1. Mike Yarwood Xmas Show (BBC)	21.49
2. Morecambe and Wise Show (BBC)	21.30
3. Bruce Forsyth and the Generation Game (BBC)	18.85
4. George and Mildred (Thames)	15.00
5. Wednesday at Eight (Thames)	15.00
6. Coronation Street (Monday) (Granada)	16.50
7. This is Your Life (Thames)	14.30
8. Crossroads (Friday) (ATV)	15.65
9. Crossroads (Wednesday (ATV)	15.40
10. Coronation Street (Wednesday) (Granada)	15.35
11. Crossroads (Tuesday) (ATV)	14.95
12. This England (Granada)	14.75
13. Crossroads (Thursday (ATV)	14.70
14. The Liver Birds (BBC)	14.70
15. Happy Ever After (BBC)	14.60
16. Oh No It's Selwyn Froggitt (Yorkshire)	14.15
17. Pub Entertainer of the Year (Thames)	13.95
17. Dick Emery Show (BBC)	13.95
19. Opportunity Knocks (Thames)	13.70
20. Charlie's Angels (ITV)	13.55

Figures compiled by Audit of Great Britain for the Joint Industrial Committee for Television Advertising Research.

U.S. TOP TEN (Nielson Rating) W'E Jan. 1.

1. Laverne and Shirley (Comedy) (ABC)	33.6
2. Happy Days (Comedy) (ABC)	31.8
3. 60 Minutes (News) (CBS)	28.2
4. Three's Company (Comedy) (ABC)	25.1
5. Alice (Comedy) (CBS)	24.1
6. One Day at a Time (Comedy) (CBS)	22.9
7. Barney Miller (Comedy) (ABC)	22.6
8. Barnaby Jones (Drama) (CBS)	22.1
9. ABC Sunday Night Movie—Serpico (Film)	21.8
10. Carol Burnett Show (Comedy) (CBS)	21.8

A Nielson Rating is not a numerical total.

Your savings and investments

I hereby resolve

HAVING RESTORED your moral fibre with a week of work, not to mention nervous contemplation of a battered bank account, you should by now be in a state, sufficiently chastened yet resolute, to consider the following specifics against the year's financial ills. Like prep school food, they are simple, wholesome and effective.

(1) I will take advantage of all the forms of tax relief available to me. That the energies of the more enterprising part of the population of Britain should be directed to limiting the taxman's take is a singular waste of time and talent. However, as things stand any rational being has to recognise that tax avoidance (*not* tax evasion, kindly note) is the mainspring of all financial planning.

Therefore I will top up my mortgage—perhaps by moving to another and more expensive house; perhaps by obtaining extra cash from my building society for improvements to my existing house. In either case, I will do it as soon as possible: time and price rises wait for no man, and as investments go this is likely to be one of the best this year.

Also I will step up my life assurance cover. Assuming that you have adequate cover already—and if you have both dependants and a mortgage, that means at least enough to pay off the mortgage if you fall under a bus—then you might well consider being a little more adventurous in your topping up and going for unit-linked life assurance rather than, say, a with-profits endowment policy. You can obtain tax relief at half the basic rate (that is, 17 per cent.) on premiums up to one-sixth of your total income, after charges but before personal reliefs.

Also I will, if self-employed, increase my pension provision. Thanks to the changes announced by the Chancellor last year, you can now tuck away up to £3,000 a year, or 15 per cent. of your net relevant income (whichever is the less) in a Revenue-approved annuity scheme without paying tax on it.

Also I will steel myself into giving money away this year. No need to give your kingdom away, like Lear: but if you have property worth more than £25,000—and most people who own their own homes have that, these days—then there will be a liability to capital transfer tax when you and the extra part company. Unless, that is, you take advantage of the exemptions under which you can make gifts—any amount to your wife (or husband), assuming that the recipient is domiciled here; up to £2,000 a year from each of you to other persons; "small gifts" of up to £100 apiece to any one individual; and gifts in consideration of marriage—up to £5,000 if the bells are ringing for a son or daughter; up to £2,500 if it's for a grandchild; and up to £1,000 for anyone else.

(2) As a corollary, I will keep my tax affairs up to date. I will inform the Revenue if my circumstances change—it may take them months to sort out the consequences, but at least it will be me who gripes, not them. I will send in tax when it's due. The 9 per cent. they charge on tax overdue is not a penalty to be lightly incurred—an overdraft will cost you little more, and there's less acrimony in that.

(3) Much though I appreciate my bank manager's help at times of crisis, *I will not leave money in my current account.* Certainly I will not leave more than the £100 (more or less—check with your own bank) necessary to ensure that my cheques won't cost me anything. Even in these days of declining interest rates, it isn't worth it. Rather I resolve to manage my liquidity with the same tender loving care that I devote to my investments.

(4) I will review my portfolio, and I will do it forthwith. In doing it I will temper imagination with commonsense, and both with resolution. I will bear in mind that the U.K. market outperformed all comers last year, and that it is unlikely to repeat the performance. So I will look to increase my investment overseas—but I won't necessarily be in too much of a hurry about it. I will turn out all the stocks that I bought—the export whizz kids and the overseas earners—on the view that they would benefit as sterling declined.

(5) I will remember that no man need be ashamed to have taken a profit.

(6) I will pester my MP about: removal of the dollar premium/abolition (or at least indexation) of the investment income surcharge/abolition of capital gains tax/introduction of wider-ranging tax reforms. Poor chap. But that is what representative democracy is all about.

(7) I will purchase an annuity forthwith, if I am likely to need it in the near future. Otherwise I stand to lose out if rates are cut to reflect a further cut in interest rates. But if possible I will wait until the end of the year, to see what effect a renewed rise in the rate of inflation has on the cost of ten-year money.

(8) In the meantime, *I will remember that the real cost of many forms of credit continues to be negligible.* I will continue to shun hire purchase, unless the price of the goods on offer is dramatically cut. But insofar as I am able to pay back speedily, I will use my Access and Barclaycard to obtain credit which is free or nearly free. I will patronise the department stores for my consumer durables, since many of them are offering extended credit interest-free. I will open up some accounts, in order to be able to take advantage of their offers with the minimum of fuss over my credit rating. But I will never entirely forget the adage that I learnt at my nurse's knee: "Never a borrower, nor a lender be." I will be a borrower, but a careful one.

(9) I will gather me carpets—likewise cookers, cars, televisions and such other consumer durables as I require—*while I may*—and while prices last. But I will not be panicked into the baked beans and bicycle syndrome.

(10) I will review my household insurance. Some insurance companies can be remarkably businesslike about the careless claimant who is under-insured. I will not spoil my ship for that ha'porth of tar.

In this first week of 1978 this page is starting a new series: The Seven Financial Ages of Man. In it we plan to look at the financial considerations which arise through the stages of a lifetime: those relating to babies, to students, young adults, young families, in early middle age, in the approach to retirement, and in retirement itself. The series will be written by Adrienne Gleeson, Eric Short and Helen Whitford.

First the infant

THE BIRTH of a child is a cause for celebration: but it is not generally regarded as an opportunity for saving money. In fact it is both of these. For a baby is the perfect subject for some long-range financial planning. And not simply planning for the costs of education (though we consider that below). A baby is also a near-perfect recipient when it comes to passing on money. For it is likely to be a long, long time before he (or she) passes it on again.

Why does that matter? Well, since the introduction of capital transfer tax any distribution of wealth (above an initial £25,000 and anything within the annual exemptions), is going to be taxed. So the fewer the distributions, the better. That's why anyone considering giving capital to adults might do much better to give it to their child instead—particularly if the adults in question have adequate capital for their needs already.

It isn't any longer possible for a parent who is a high taxpayer to reduce his own income for tax purposes by allocating some of it to the education and maintenance of his children. It is, however, possible for him to cut his tax bill by transferring capital—into, say, an accumulation and maintenance trust.

The income generated by the assets put into the trust will be taxed, not at the parent's rate of tax, but at that of the trust, so long as it is accumulated by the trustees: and that means that it will roll up faster. Such income as is paid out for the children's education and maintenance will, however, be added to the settlor's income for that year and taxed at his marginal rate.

Transfer of capital into a trust will, too, generally create a liability to capital transfer tax—although accumulation and maintenance trusts are in fact given favourable treatment for capital transfer tax, and are an ideal way of providing for a family if a trust is to be used.

It is worth bearing in mind that discretionary trusts, once the most flexible way of providing for a family by way of settlement, will from 1980 be very harshly treated for capital transfer tax.

It is also worth bearing in mind that direct gifts made during the parent's lifetime for the education and maintenance of a child are exempt from ctt—so a parent could, for example, take out substantial policies for that child's education. Even if there is nothing as specific as education in view, the £2,000 which each parent is allowed to transfer annually exempt from ctt can be used to purchase life assurance cover: a policy vested in the child will not be liable to ctt on the death of the parent ctt on the death of the parent.

Grandparents—or other would-be high taxpaying benefactors—are more fortunate than parents, in that a commitment to provide out of income for a child (by way of a seven-year covenant of income, for example), can reduce their own tax liability.

A seven-year covenant must be for a period capable of lasting for more than six years, although it need not necessarily do so, and it must be for a specific amount each year, though this can be defined by reference to a formula—the income on xyz stock, for example, or for a fraction of the covenantor's annual income. So grandfather need not starve for the sake of little Tommy, even if he has committed himself to being generous in rather more affluent times.

Mewling and puking in the nurse's arms;

IF YOU HAVE just become proud parents, you should have great ambitions for your child's future. And you may in consequence decide on private education at an independent school. But private education is expensive, and the fees have to be found from net income. At a top boys' school, they now average about £2,000 a year; and what they will be in 13 years time is anyone's guess.

Private education will mean financial sacrifices. If you are not prepared to accept them, then rely on State education. Providing you start at least ten years ahead of time, however, you can use life assurance contracts and obtain tax relief on your outlay (up to one-sixth of income), and life cover for your family should you die. And the burden will be spread over a longer period.

Cost to a man of 30 providing for his child's education, from 13 years hence, through with-profit endowment assurance.

Years	Net cost during the year £	Payment received at start of year £
0-12	622.10	—
13	479.77	3,915
14	347.60	4,071
15	224.30	4,227
16	108.66	4,397
17	—	4,565

One plan that can be adopted is to take out five with-profit endowment assurances, which mature in successive years to coincide with the fee paying period. For your new born child, you will require contracts maturing from 13 to 17 years hence, inclusive. You can pitch the sum assured at present fee levels, and the bonus additions will provide some hedge against inflation. The table below shows an echelon of five policies issued by Equitable Life—one of the leaders over this range, and one of the life companies that do not pay commission. We have assumed that current bonus rates will remain in force.

It is usually advisable to seek specialist advice on school fee planning at the outset. The two specialists firms that dominate this form of financial planning are School Fees Insurance Agency of Maidenhead, and C. Howard and Partners of London. But Equitable Life now offer a school fees planning service, and most leading life company branch managers should be able to advise on plans of the type outlined in this article.

Finally, a word of warning regarding flexible endowments—where you can cash in early if need be. The promotion literature sometimes suggests that these contracts are suitable for those saving for school fees. But you have to pay for their flexibility of cash-in, and you do not really need it. You know when fees are likely to be due.

THOSE OF YOU who have read so far in the growing conviction that the wife will have to go back to work, should bear one or two points in mind before you make any dramatic decisions. There are, in the words of Mrs. Smith of Nannies of Kensington, "never lots of nannies." And those that there are will in consequence cost you plenty to employ.

Except in those cases where someone is employed on a temporary basis, trained and qualified nannies are very rarely self-employed. That means that you have to pay their income tax and their national insurance contributions — making due allowance, if you're meticulous, for the value to them of living in. So while the net figure for nanny's emoluments may not look too intimidating, the grossed up figure is likely to be formidable—not less than £3,000 a year, says Mrs. Smith.

Of course, if you are employing a trained and qualified nanny you are employing the creme de la creme: maybe you don't need to worry. Even with unqualified girls, however, it's quite likely that you'll have to pay their tax and insurance. Any girl who lives in is going to have difficulty in persuading a tax inspector that she is self-employed, and the going rate—upwards of £30 a week in central London, less elsewhere—is still likely to top the £18.10 a week at which tax becomes payable, never mind the £15 a week at which she—and you—have to start paying her National Insurance stamp.

Only if you employ an au pair—going rate £8-£10 a week, and no shortage of supply—will you avoid any such brush with British bureaucracy. But you can't employ an au pair to look after a brand new baby—not without abusing her, neglecting the baby, or both. Moral: you need an extended family—or motives other than monetary ones—to justify a prompt return to work.

Of Pearl and Pru

IF ANYONE eventually gets round to writing a history of life assurance, then 1977 may well go down as the year in which unit-linked life assurance became respectable. For last year several leading traditional life companies decided that linked business was not only here to stay, but was the growth area of the future, at least as far as individual contracts were concerned. Sun Life's subsidiary Solar attracted £3.5m. in just under 12 months of operation, while Legal and General did £1.7m. of business in a matter of weeks.

But linked business is still very much up-market, and it is not a field in which one would expect the home service companies to be at all interested. The Prudential's traditional image is that of the "Man from the Pru," calling at the policyholder's home to collect £1 per month on his industrial life policy—an image that the Pru itself is trying hard to dispel. And this image is possibly even more ingrained in respect of the Pearl. Yet these two companies are active in the linked field.

The Pru entered this sector in a big way by taking over the ailing Vavasseur Life, renaming it Vanbrugh Life, and thereby acquiring a ready made field staff to service insurance brokers. The success story of Vanbrugh, under the Pru's wing, is a rags-to-riches one. Last year Vanbrugh expanded its single premium business by nearly 50 per cent., and funds under management passed the magical £100m. mark last year. But the Pru has taken a conscious decision that Vanbrugh will only operate through insurance brokers. Even top executives have to use a broker.

The Pearl, on the other hand, has built up its linked business from scratch. It started in 1969, in conjunction with Samuel Montagu; but it has done its own thing since that group became part of Midland Bank. For years the amount of business transacted was negligible. Then last year it decided that linked business needs special sales techniques, since the life agent is not usually equipped to operate in this field. So it hired specialists: and in 1977 single premium business rose from £174,000 to £1.2m., and annual premiums from a derisory £6,600 to £200,000. This year it hopes to extend its product range. So maybe we need to reassess our images.

ERIC SHORT

Finance and the family

Executor and estate

BY OUR LEGAL STAFF

Referring to your reply under Executor and estate (November 29) you referred to the position of an executor in Scotland. But what is the position if a will is interpreted according to English law?

The position is very much the same in English law. Although an executor can deal with the estate before probate is granted (as executor de son tort) institutions such as banks will not operate accounts without proof of the executor's right, that it office copy probate. An informal arrangement as indicated should be capable of being negotiated. It will be borne in mind that once probate is granted the executor's title relates back to the date of death, so that dealings with the estate before probate would be validated once probate is granted.

Restrictive covenants

I live on a private estate where restrictive covenants initiated in or subsequent to the 1930s are in force. One of these restrictions debars the original owner of each and every plot of land from erecting more than one house per plot, and these restrictions apply also to subsequent owners. An application has been made recently to the local authority, by one such owner, for planning permission to erect a second house on his plot; and has been granted.

Can the would-be developer, in advance of building appeal against the force of restrictive covenant? Does the Residents' Association, which has formally taken over the restrictive covenants from the original developers of the estate, have any means of verifying the present-day legality or otherwise of the covenants, in advance of any flouting of them by such a developer?

If the developer wishes to have the restrictive covenant modified or discharged he may apply to the Lands Tribunal under Section 84 (1) of the Law of Property Act 1925. Alternatively he may apply to the High Court for a declaration that the covenants are not now enforceable (Section 84 (2)). If the association which you mention claims the benefit of the covenants it should write to the developer setting out that claim and warning him that the covenants will be enforced. If building is commenced an injunction may be sought; or a declaration as to the effect of the covenants may be sought in advance of any building operations.

An order for maintenance

My daughter has a baby whose father, Mr. A, is a married man. Since the baby was born three months ago, A has given her some odd sums, but no regular payment. Is it still possible to obtain a Court order for a regular payment? What do you advise?

Your daughter may still apply to the court for an order for the maintenance of her child. This may be done at any time up to three years after the birth of the child. The application can only be made by the mother of the child, not by any third party (other than the Supplementary Benefits Commission). Mr. A should be informed that unless he enters into a deed covenanting to pay for the child's maintenance an application will be made to the court.

Wife's earnings and pensions

I recently retired and am in receipt of a pension from a Fund approved under Chapter II of Part II of the Finance Act 1970. Payment is on a longest life option and is made monthly into a joint account operated by myself or my wife. My wife has a small earned income which is received free of tax as it is less than the wife's earned income allowance. Can I return part of the pension as her earned income to reduce my tax liability? If not, how will the tax position be affected if I pre-decease her?

No, the pension does not attract the special allowance for a wife's earnings. Subsection 2(a) of section 8 of the Income and Corporation Taxes Act 1970 (as amended by later Finance Acts) says that: "any earned income of the claimant's wife arising in respect of any pension. . . given in respect of his past services in any office or employment shall be deemed not to be earned income of his wife."

The pension will qualify as earned income in the hands of your widow (that is to say it will remain exempt from the investment income surcharge), because section 530 of the Taxes Act defines "earned income" as including: "any pension. . . given in respect of the past services of the individual or of the husband or parent of the individual in any office or employment or given to the individual in respect of past services of any deceased person, whether the individual or husband or parent of the individual shall have contributed to such pension. . . or not."

Defective work by contractor

Does your reply under Defective work by contractor (November 26) mean that if I have my car repaired by a dealer and the repair is unsatisfactory or abortive, there is no obligation on me to give that dealer an opportunity to rectify his defective work?

In English law there is no requirement to give the repairer a second chance—although it may often be prudent or convenient to do so. Failure to do so would not invalidate the claim against him: it might, however, affect (adversely) the computation of damages.

Invalidity allowance

Several years ago due to ill health I had to cease work, and have been drawing invalidity allowance ever since. Next year I reach the age of 70. The normal pension will be less than the allowance. Can I continue to draw the latter?

You cannot receive invalidity allowance after the age of 70. However, your retirement pension will be increased permanently by the amount of any invalidity allowance to which you have been entitled if you were entitled to invalidity allowance on a day which is not more than 13 weeks before your 65th birthday.

Maintenance losses

I lived in a house, part of which I let, and had an accrued loss for maintenance. This I sold and about a year later bought another house, part of which also I let. Can I set the accrued losses against my present rental income?

Provided all the properties concerned are or were let on leases at full rent and are not tenants' leases, you can offset your accumulated loss against your rental income.

Gilt-edged and tax

(a) As far as the private investor is concerned is there any difference between a (Treasury) Stock and a (Treasury) Loan? (b) I recently sold some 3 per cent. Treasury, 1979, and the contract note included a number of days accrued interest. On buying 6 per cent. Funding, 1993, I am apparently entitled to the full amount of interest. Can you explain this and does the accrued interest count as income or in capital gains tax calculation? (c) Is a Government Security which is inherited and sold within one year liable to CGT

(a) No, the words "stock" and "loan" in the titles of gilt-edged securities are synonymous, for practical purposes.

(b) For practical purposes, you can simply look at the final figures on the contract notes, and disregard the manner in which the net proceeds of sale and total cost of purchase are calculated. Your puzzle results from the Stock Exchange practice of quoting the prices of short-dated British Government (and certain other) stocks on an unusual basis: as explained in the Daily Official List, the amount payable by the purchaser is the bargain price *plus* an amount equal to the gross interest accrued to the date for which the bargain was done (or, in the case of transactions done ex-interest, *minus* an amount equal to the gross interest accruing from the date for which the bargain was done to the interest payment date). The interest calculation is merely an element in determining the consideration money, and it does not affect the respective income-tax liabilities of purchaser and seller.

(c) No: subparagraph 2 of paragraph 4 of schedule 10 to the Finance Act, 1971, confers exemption without any minimum period of ownership; "where the person disposing of the securities had acquired them by devolution on death or as legatee or, if they were settled property, on becoming absolutely entitled thereto as against the trustee."

Unused attics and rates

I have been told that if parts of a house (attics for example) are shut off so that there is no access, then these are grounds for a reduction in the rates. Is this correct?

There is no statutory provision covering the point which you raise. Rateable value is assessed on the notional letting value of the hereditament in question. Thus if the attic (or some other part of the house) *cannot* be used it should be discounted for the purpose of estimating the letting value of the house. It is a question of fact in each case whether the unused part of the house is unusable.

Joint house mortgage

I left my husband 18 months ago and he now proposes to sell our house, in which he lives. It is in our joint names and he is asking for half the mortgage payments for the meantime. Is he entitled to this?

Your husband would be entitled to claim a contribution to the mortgage instalments over the period since you left him. This would normaly be taken into account on division of the net proceeds of sale, so that you would receive something less than the full half share of the sale monies.

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

Insurance

Costing the firemen

JOHN PHILIP

WITH SIGNS that the firemen's strike is likely to end sooner rather than later the time is coming quickly when the immediate direct cost of the dispute could be assessed. At this stage it is clear that insurers' funds, derived both from commercial and domestic premiums, must have taken a substantial battering over the past eight weeks.

Each month the British Insurance Association publishes an estimate of the cost of fire damage in England, Wales and Scotland. This estimate covers both insured and uninsured damage, but does not take into account any consequential loss due to interruption of business, loss of orders and so on. And the BIA's estimate for November, announced last week, was a remarkable £42.7m.

Of course, a comparison of fire wastage in any two or more particular months will show that monthly estimates vary considerably. BIA quite rightly says that it is impossible accurately to asses the extra cost resulting from the withdrawal of fire services. But throughout 1977, up to the end of October, the average monthly estimate of fire wastage was a little over £4m. a week, roughly £18.5m. a month.

So, if November had been another average 1977 month, but for the firemen's strike, it is arguable that the extra cost of destruction due to the strike was £24.2m. Remembering that the strike did not start until November 13 arguably the extra cost in the second half of the month was of the order of £10m. a week. On simple mathematics this predicates an extra £80m. worth of direct fire wastage sustained during the eight-week strike period to date—much, but not all, of which will have been insured.

In 1976 the total estimate of direct fire wastage was just short of £232m. At the end of October there was hope that the 1977 total would perhaps run out at around £220m.—a very real reduction taking into account the effect of 12 months' inflation on reconstruction and replacement costs. Now it seems reasonable to guess that the total fire wastage bill for the year will be around £300m.

However one looks at figures of this order, it seems likely that insurers in drawing up their annual accounts for 1977 will be facing a fire claims bill of around 20 per cent. above their reasonable earlier expectation. This must bid fair to put most companies' commercial fire accounts into the red and to keep most companies' household accounts firmly where they are already, unprofitable, as the result of subsidence, crime and weather.

Towards the end of January watch for the publication of the monthly fire loss estimates covering both December and the whole of 1977, and then from early March onwards watch what the individual companies have to say about their 1977 results and the comments their chairmen and chief executives have to make about possible premium increases.

British insurers, much more than many of their overseas competitors firmly believe in keeping premium rates stable so far as claims experience and operating costs allow. For example, in the domestic sector, the basic rates charged by the majority of companies for buildings and contents cover are still 12½p and 25p per cent. respectively—what they were in pre-decimal £ s d emjivalent 30 years ago. With property insurances, be they commercial or domestic, sums insured constantly have to be revised and so insurers obtain extra premium each year by applying standard rates to ever increasing property values. Such reliance on basic long-standing rates is fine so long as policyholders regularly move their sums insured upwards and so long as the incidence and size of claims experienced does not change adversely and permanently.

Permanently is the important word—for in a stable insurance market, by the very nature of their business, insurers have to accept temporary disasters whether natural or man-made. For this reason British insurers usually take the long-term view that provided both incidence and size of claim quickly return to normal levels, temporary adversity must be paid for from the substantial funds insurers have accumulated over the years against such eventualities.

Principally for this reason provided the firemen's strike is soon over, and provided the country does not seem likely to suffer further similar strikes once the future course of pay review is established, I do not expect the strike of itself to be a cause of substantial premium revision in the commercial sector.

Traditionally the major insurance companies review their previous year's experience during the summer and reach decisions on rating changes towards the autumn, which are usually implemented, if downward at once, and if upward at the start of the next calendar year.

So, if tradition is followed in 1978, none of the effect of the cost of the firemen's strike will be translated into rating changes for close on 12 months, if indeed it is ever translated at all.

In the domestic sector, fire is but one of a number of perils covered by household policies. Currently insurers are still much more concerned with the cost of subsidence claims on building policies and of crime claims on contents policies.

It is these factors which are assuming characteristics of permanency, rather than the temporary upsurge of domestic fire losses.

Education

To-day's lesson

BRACE yourself, then guess who said this:

"No time should be lost lest the situation gets out of hand. It is high time the schools, further education, industry and representatives of the community got together, especially locally where it is easier to achieve, but also nationally to examine what we are doing with our senior pupils, to discuss both curricular and training needs!"

It was not Mrs. Shirley Williams or any Junior or Shadow Minister for Education, although these have made similar statements several times in the 14-month course of the "great" debate. Lately a note of desperation has sounded in their repetitions. For while it has always been clear that the Government was not prepared to take the firm action required to rebuild the education system so as to serve national needs, there seemed a fair chance of piecemeal improvements. But hopes of even these appear to have gradually foundered on the National Union of Teachers' solid resistance to any lay interference with what is taught, and how, in schools. Which is why I said "brace yourself."

The ringing summons to industry and other lay interests to involve themselves urgently in the curricula and conduct of schools and colleges was spoken in London this week by Mr. Max Morris who, as well as being the head of the big Willesden comprehensive school, happens to be a past-president and a leading executive member of the National Union of Teachers.

Since he spoke it at an official NUT conference, I feel that the speech must have had the approval of a majority of Mr. Morris's 43 colleagues on the union's executive. And the burden of what he said was that the steps proposed by Mrs. Williams and her Department of Education and Science are *far too superficial* to bring about the radically different system needed to contribute to this country's future social and economic welfare. On a person long inured to the NUT's standard cry that nothing is wrong that could not be corrected by giving more teachers more control over the spending of much more taxpayers' money, the effect of Max Morris's statements was startling. Here, for example, are a few more of them:

"It would be hard to find an economist who would forecast anything but a high level of permanent unemployment as an integral feature of a changed

Max Morris

technological pattern of the economy. This has shattering implications for the schools, yet nothing but banalities, irrelevances or even nonsenses have emanated from those who presume to guide the education service from on high. And teachers themselves have not adequately grasped the enormity of the change."

"The biggest problem is how to ensure in the content of the curriculum basic understanding at all levels of this changed technological basis of our livelihoods with its demand for skilled and semi-skilled people to the virtual exclusion of the unskilled . . . We are faced, not with the issue of changing from one pattern of subjects to another, but of looking at the curriculum as a whole and seeing how we can reorientate our teaching throughout, not just to break down barriers between school and the world of work but positively to ease and smooth the transition between them so that it becomes part of a continuous process of school, vocational guidance and work, and does not involve a leap—often in the dark—between one world and another. If we are honest with ourselves, this is something the education service has never really addressed itself to satisfactorily in a systematic way."

"The biggest weakness to overcome is in teacher-training . . . . I am thinking of a fundamental overhaul of the content of teacher education . . . . Teachers need an education which will enable them confidently and competently to guide children, whatever they are teaching, through the maze of subjects that have to be taught, whether individual or integrated, into the outside world of work."

"Adequate preparation for employment is not the same thing as specific job-training, which is the employers' responsibility working along with further education in a sensible way. The schools must provide a broad, basic education which in the nature of social demand must also be broadly vocational. Beyond that, the schools cannot and should not go or need to go. They should play their proper part in the continuum of education and training . . . But they cannot solve the problems alone."

Well, I never imagined I should find myself so much in agreement with Mr. Morris, and must confess that the shock of doing so leaves me still baffled as to what, in practical terms, this week's event might mean. Almost all of the brave pronouncements I have heard about what needs to be done with education, have come to naught; and whatever the NUT might say, its weight has hitherto been against sensible change. But a shift of its position could well be pivotal, and this is the first education column of a new year. So I feel inclined to be optimistic and take the speech, for the moment at least, as a pointer towards the path that could lead to effectual reform.

Even so, I have doubts about the Department of Education and Science's reaction to the speech. After all, when saying it was high time that industry and other sections of the community got together to discuss school curricula and so on, he was describing something which the DES thinks it has been trying to do for many months past, and in which it doubtless thinks it has had precious little help from the NUT. The department's officials may well find that more insulting than Mr. Morris's calling them "mentally restricted, public school bureaucrats" and accusing them of espousing outdated, superficial remedies to educational problems "with all the enthusiasm of a neophyte in a brothel."

All I can hope is that the educational mandarins—if they are really interested in changing the system as distinct from merely increasing their own power over it — will swallow their pride and go to the NUT saying: "Right then, if we are doing it all wrong, what practical help are you going to guarantee in doing it right?" Then the union will have the choice of delivering the goods, or publicly making an unprecedentedly large fool of itself.

MICHAEL DIXON

Weekend Brief

Goodbye dollies

Radio City Music Hall, famous New York landmark, 6,000 seat art-deco movie palace, and the last theatre to preserve the stage and screen format in America, will close its doors after the traditional Easter show this year. For 42 years Radio City has been a tradition with many families in New York and at one time tourists found it a "must" when visiting New York along with the Statue of Liberty and the Empire State Building.

The famous Rockettes, the 40 girl chorus line whose 80 legs have been high stepping in unison for the 42 years, attracting young aspiring dancers to run away from home, will give their last performance at Radio City on April 12, but will continue as a troupe on tours.

Attendance has dropped steadily from 1967's 5m. to this year's 2m. With operating costs at $176,000 a week the losses for the past two years have been $1.2m. each year.

Alton Marshall, president of Rockefeller Center Inc., which wholly owns Radio City, said that the audience has been lost not only by changing trends in movie tastes, but also the exodus to the suburbs, which makes it inconvenient for his patrons to come into the city. Commenting that two-thirds of his business is before 6 p.m. Marshall suggested that people are afraid to travel to their homes outside of Manhattan using the underground and the trains at a late hour due to crime.

The city of New York, through Mayor Koch, has offered sympathy but has not come up with any concrete help in the way of tax breaks or subsidies. Marshall hopes to see the Music Hall used in the future and has put out plans for department stores, many cinemas housed in one location, more concerts (jazz and pop), and a closed circuit TV set-up that would link the performances of Radio City to homes all over the country on a regular basis.

Brain work

If you want to be frightened by Robots, or more especially if you don't, you should listen to a few technical facts given to the Institution of Electrical Engineers this week. It was all very sober stuff, outlined in the Appleton Memorial Lecture by Dr. Derek Roberts, managing director of Plessey Microsystems. He reckons that electronic components now being developed will have their elements packed together with about the same density as the human brain.

What is more they will consume tiny trickles of electric current "of the same order of magnitude" as the current used by the human brain. Interesting, but what will these tiny circuits etched on slivers of silicon the size of a tea leaf actually do?

Well, says, Dr. Roberts, you should first compare the capabilities of existing computers with those of the human brain. In terms of sheer logic, computers are now acknowledged to be superior. In terms of memory, they have vastly greater capacity.

But at present the computer loses out on mobility. Machines which can rival the human intellect have to spend their days in air-conditioned offices, so at present they can only collect taxes or run factories. There is not much chance of designing them so that they can skip downstairs and post a letter for you.

That is comforting for people who prefer to have humans in their family and who don't like the idea of tin characters like those from *Star Wars* taking up the spare bedroom.

However, these assumptions are changing faster than most people realise. In the next decade more than a million memory cells will be packed on an electronic chip a few millimetres square. Dr. Roberts's point about packing densities and current consumption means that computers will soon be designed which can rival the brain for portability as well as other functions.

The frightening implications have also eluded most people. The dangers have little to do with the science fiction ideas of computers taking command of the world or rushing around with laser guns.

It is more a question of how we humans will be corrupted by the opportunities for idleness when much of the hard work is done by non-unionised unfranchised electronic slaves.

The point is that these robots are creeping up on us from behind, infiltrating our factories offices and our armies. Often they do not look like robots at all, more like typewriters or little tin boxes that control machinery. But wherever they appear, they allow more work to be done with fewer people. This process of automation is familiar enough. But in the next few years the advances of technology will change the scale and quality of this advance dramatically.

Even if there are still ample jobs left for humans, our pattern of life is certain to change a great deal. Some people call it leisure. Dr. Roberts called it indolence. However you regard the hours when you are free to sit in an armchair, they are likely to increase. What is more, the impact of electronic brains will mean that even leisure will require less effort. Cars will be more automated, yachts will have push button navigation systems, many forms of healthy exercise like household chores will become unnecessary.

Even more significantly a lot of mental effort will be taken over by machines. The electronic calculater has already made mental arithmetic largely obsolete. In a few years' time it will be possible to convert the television receiver into a computer terminal in every living room.

When that happens, Mr. Average will be able to automate the paying of bills, all travel arrangements, buying and selling and a host of other things. He can already take the effort out of playing tennis except what is required for twiddling a knob in front of the television set. And he no longer needs to make the effort to find a partner to play chess or backgammon. Computerised games will do it for him.

Indeed it is possible to predict that in ten years' time the major part of many people's lives will require very little effort at all. But there is one comfort: no-one has devised a computer which will be able to laugh at us—yet.

Radio City's Rockettes: farewell the lovelies

Happy hols

It was some time ago that I sat sipping a late night drink with Jacques Cousteau on a Monagasque balcony overlooking the Mediterranean. "In ten years," he declared, "it will be a dead sea." Well, there are two or three years before the decade is up, but this week the Swedish Academy of Sciences seems to have endorsed Cousteau's pessimistic view.

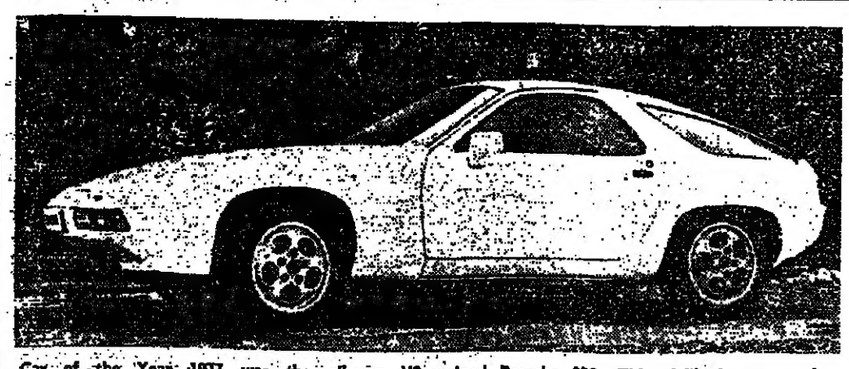
According to the Swedes the visitor to the Med risks not only sunburn when he takes to the beaches. There is a little too much cholera, polio and hepatitis for Swedish comfort. The Academy has advised Scandinavians to head inland rather than the coast, to be wary of eating some species of tuna, thanks to Mercury concentrations, and to beware of the increase in salmonella poisoning.

There might not be much information of this type in the holiday brochures but the Swedes reckon that many tourist areas have seen their sewage systems collapse under the burden of the summer rush. The Academy says that a third of the world's international tourists head for the Mediterranean basin and by 1990 there may be 150m. people packing themselves into the area in the peak months of June, July and August.

The one bright hope is that a 16 nation investigation is going on under the auspices of the UN to get some sort of joint action on the problem. Agreement of some sort might not be too far away, but meanwhile some offshore areas are "almost a biological desert," say the Swedes—its not far from Cousteau's dead sea.

Contributors: Caroline Hyde, Max Wilkinson and Arthur Sandles.

Motoring



Car of the Year 1977 was the all-new V8 engined Porsche 928. This civilised supercar has "self-repairing" front and rear ends.

Thin year - fine car

BY STUART MARSHALL

AFTER an embarrassment of riches in 1976, it was a thin year for new models in 1977. For the Car of the Year competition, there was only one obvious candidate—the Porsche 928. The main interest lay in how many more points it would score than the runner-up. In the event, the Porsche beat the BMW 7-series into second place by 261 points to 231.

In 1976 (the year of the Rover 3500) there were at least five cars worthy of the title. But then, good crops are often followed by bad ones.

Quite apart from its intrinsic merit, the Porsche 928 was the only wholly new car in the running for the title. Nine of the other contestants were awarded some points; the 11th, the Skoda Estelle, got none.

When I drove the Porsche in France last spring, it looked a likely Car of the Year. This supercar for the safety-minded Seventies is so forgiving it makes an averagely competent driver feel like an expert. With its 4½ litre V8 at little more than idling speed, it will trickle along High Streets at 25 m.p.h. in fifth gear. It storms up mountains swiftly and serenely and, on open road high-speed bends, the rear suspension automatically keeps the car on line if a driver loses courage and lifts off in the middle.

The entire front and rear ends of the sleek 2+2 body are made from a plastic material that deforms when struck hard and then recovers its shape unscarred. When the 928 reaches Britain later this year, it will cost close to £20,000 on the road. A rich man's bauble? I suppose so, but it's one that adds a new dimension to motoring.

The BMW 7-series well deserved its second place, even if it is much the same mechanically as the 633 coupe which appeared late in 1976. Though a little softer in character than previous BMW saloons, the 7-series cars have muscle enough for the press-on type of driver combined with near silent cruising at three-figure speeds, which is what counts with passengers.

In third place was the Ford Granada, which seems a little surprising because it is hardly more than a reskinning of the previous model and the Ford Cortina was excluded last year on these grounds exactly. Fourth was the Matra Simca Rancho, still unknown in Britain.

This is an extremely clever shuffling of Chrysler components into a part steel, part glass fibre reinforced plastics body that looks like a facelifted Range Rover. The Rancho has front wheel, not four wheel, drive but those who have tried it say it goes very well indeed on rough tracks and motorways alike. Obviously, it couldn't live with a Range Rover in hub-deep mud—but how many Range Rovers spend more than a minute fraction of their working lives off roads and tracks anyway?

At around £5,000, the promised figure when right-hand drive examples arrive here later in the year, the Rancho will be little more than half the price of a Range Rover. It will go down well with people who want a tough estate car with lashings of space for outdoor sports gear, kids and dogs and who are prepared to drive round the odd morass rather than through the middle of it. This is one car I am more than keen to get my hands on.

Fifth place went to the Opel Rekord, which is another reskinned and refined version of the previous model. Like the Granada, the Rekord is typical of to-day's German medium-size saloons and estates. Both cars have styling that is smooth and understated, engines and transmissions designed for autobahn cruising speeds and the kind of interiors that keep driver and passengers happy for hours on end.

It is unquestionably a sign of the times that the remaining five cars to be placed in the competition were all Japanese. However, only the Honda Accord (139 points) came within striking distance of displacing a European car from the first five places.

Mazda's 323 hatchback (39 points), the Colt Sigma (19), Toyota Cressida (16) and Datsun Bluebird (10) are all familiar to British buyers in the highly competitive £2,300 to £4,000 price brackets. Their appearance in the Car of the Year lists demonstrates two things. First, the lack of new European cars this year worthy of consideration. Second, the increasing Europeanisation of Japanese cars. The Honda Accord, with its front-wheel drive, precision rack and pinion steering and five-speed gearbox, is the kind of contemporary hatchback any West European manufacturer would be proud to put his name on.

So, come to that, is the Honda Civic five-door I now have on test. The Mazda 323 is not just comparable with the Vauxhall Chevette and Chrysler Sunbeam but is in many respects superior. Colt Sigma, Toyota Cressida and Datsun Bluebird are all conventional 4/5 seaters offering Ford Cortina or Cortina Ghia performance and equipment and the same standard of ride comfort at equal or lower prices. Two new Toyotas replacing the existing Carina and Celicas will be announced shortly.

Next week, I will be looking at some of the Japanese newcomers in more detail. For the moment, suffice it to say that the emerging generation of Japanese cars are going to be a bigger headache than ever for Europe's motor manufacturers. The only way their penetration of our market will be kept down to its present level in 1978 will be by political pressure or a spectacular revaluation of the yen against sterling.

Golf

Price cuts and throat cuts

BY ROGER PAUL

THE PROFESSIONAL Golfers' Association, a venerable and largely venerated, body of men recently has been having a series of cut-price convulsions.

A small body within the association are incensed by the fact that they are not allowed to advertise either nationally or locally, the prices they have decided upon for their goods, because of a PGA ban.

To be precise, the rule says that they may advertise "manufacturers' reduced prices" but they may not advertise a line which they have themselves decided to reduce. Nor may they advertise a simple "sale" except within the club to members, nor even discount or cut-price rates.

All of this is seen by some as being "a restrictive practice and a violation of normal trading rights." Those are the words of David Sutherland, the professional at Rugby golf club and the man who recently called a Special General Meeting of the PGA, with a view to getting the rules on advertising thrown out.

His resolution was seconded by 25 other professionals from all over the country including Peter Tupling at Boldon, Stephen Whymark (Ipswich), Archie Lourie (South Shields), Alan Bridge (Bramshott Hill), and Jim Lynch (Stoke Poges). It was, in the end, defeated by 63 votes to 55 after the chairman, of the PGA's general division, Bryon Hutchinson, had circularised the whole membership, appealing to them to turn up and vote against the resolution.

There is in existence, therefore, what appears to be a decidedly unfair situation. A professional, or group of professionals, who see an opportunity to buy cheaply a line of goods and sell it cheaply to both club members and the public, are forbidden to advertise it to the latter. And there is no point in having a large amount of capital tied up in stock if you are not allowed to sell the goods at the price you believe to be profitable, rather than a price decreed by the PGA.

Sutherland and his supporters feel that this has "resulted in the erosion of the standard and quality of all our lives."

He means, of course, the lives of those who support his resolution. He admits, in the letter asking for the special meeting, that if the ban on advertising were lifted, there could be trouble ahead for some members of the PGA.

He says "we sympathise with the fact that there could be serious repercussions for some professionals who would not be able to cope with dealing in a free trading market situation."

He adds: "However, we are of the opinion that these repercussions will take place whether the ban is lifted or not."

Very broadly, that means that some of the more isolated, some of the less able, some of the more idle professionals, would go to the wall. And again very broadly, this is why the PGA wants to retain the ban on advertising cut-price goods to the public. Not that they want to protect the idle or the less able: more that they want to ensure that the traditional club professional's job remains in existence.

The PGA accepts that they have a problem on their hands. It believes very strongly on the one hand that the good club professional offers the best possible service through lessons, repairs, maintenance, tuition and playing. It recognises, on the other hand, that too large a minority don't do enough to help themselves.

Malcolm Mitchell, soon to be working full-time on public relations for the PGA, admitted that "a lot of professionals want the full mark-up and just sit back and wait for the punters to roll in."

He also added that "if it comes to an individual cut-price war among professionals, the less business-like would not survive."

But Mitchell sees the answer in education. "My wish for 1978 has been that professionals will become more professional and that the PGA will help them become more perceptive, more aware."

The PGA sees nothing unfair in the ban. It says that when a professional accepts a position at a golf club, he does so having taken account of his basic working conditions.

There is a retainer; he has a number of members with whom he can expect to trade; and there is a dependable number of visitors.

"Consequently, when a professional takes on a new position, he knows the present and future potential with reference to the furtherance of his trade," says the PGA.

"It therefore follows that any form of cut-price advertising to improve on the situation which he knew quite clearly at the time of accepting the position, poaches trade from fellow members of our Association. The executive committee is also of the opinion that in the absence of any restrictions, professionals at smaller clubs might well be put out of business by extensive cut-price advertising by professionals able to afford to buy in bulk and reduce prices."

Colin Snape, the secretary of the PGA and a progressive and far-thinking man, explains the ban as an extension of the traditional role of the professional in golf. "If you go back 75 years," he says, "you find that J. H. Taylor and the others formed the association as a protective thing, to tell their clubs and members that they were not just shopkeepers, but provided a whole range of services.

"That is still the position. The golf pro is not meant to be running a mini-Woolco, nor is he meant to be cutting the throat of his fellows down the road. And bear in mind that it was the game of golf and the club members themselves who determined the traditional role of the professional.

"Buying clubs, after all, is not like buying sweets. You have to know what's best for you and the professional can determine that far better than any cut-price shopkeeper. We find many members of the public are being conned by discount stores."

The PGA, it seems, sees itself primarily in a protective role, arguing for progress within the current regulations. It has won the battles so far, but the guerillas on the other side mostly remain convinced of their cause and the eventual winners of the war will shape the future of club professional golf, in this country.

Tennis

My money on Borg in final

NEW YORK, Jan. 6.

AS THE $400,000 Colgate Masters enters its third day at Madison Square Garden, an intriguing situation has developed in the round-robin section where the winner of each group will play the runner-up of the other in to-morrow's semi-finals.

Last night the 25-year-old Argentine left-hander, Guillermo Vilas, scored a second point to assure himself of leadership of the Red group (which, due to a temporary attack of colour-blindness yesterday, I described as the White group), with a magnificent 6—4, 3—6, 7—5 win against the U.S. No. 1, Jimmy Connors, before a record tournament crowd of 18,590 noisy and excited spectators.

Earlier, another left-hander, the Spanish holder of the Masters title, Manuel Orantes, who on Wednesday had lost to Vilas, kept his hopes alive with a 7—6, 7—5 victory over the double-handed player, Eddie Dibbs.

Thus, with Dibbs' hopes ended, the second place in the Red group will depend on the outcome of this afternoon's match between Orantes and Connors, also a victor over Dibbs, who each have one point.

To-night, when the two semi-finalists who have already emerged from the Blue group, Bjorn Borg of Sweden and Brian Gottfried (U.S.), meet to decide the leadership, they will each theoretically be able to select their semi-final opponent.

Gottfried, after two early season wins last year against Vilas, suffered four crushing defeats at his hand, none worse than in the French Open final, where he was beaten 6—0, 6—3, 6—0, and would probably prefer to play Connors. Equally, Borg, who twice beat Vilas last spring and whose career record shows an 11-4 advantage against the Argentine champion, had made it clear that he would prefer to face him again to-morrow rather than Connors.

The last match tonight could therefore be a non-event This is the only potential weakness of the Masters formula, which otherwise is the finest method of determining overall standards in the ultimate contest of the Grand Prix year.

Yesterday's clash between Connors and Vilas was a classic of its kind. Both men came here after several weeks' rest, mentally fresh and eager to settle arguments about the ranking order in the top three places of the world game. The setting was perfect.

The slow Supreme Court surface made it possible to construct long rallies — even at the punishing pace both men generate from the back of the court. Vilas with his heavy top-spin and slice, Connors with his low, flat trajectory. Despite the minimum seat price of $10, the arena was packed to capacity, with partisan spectators whose vociferous support of both men made it necessary for umpire Frank Hammond to call repeatedly for quiet. The situation, a rematch of the U.S. Open final, where Vilas won a rugged match in four sets, was poignant.

The deciding set was superb. The pace of shot was at times almost suicidal, the retrieving breathtaking, and the control of the ball under pressure almost miraculous. Somehow Vilas forced himself into a 4—1 lead that soon became 5—2; but the indignity of trailing so far behind merely spurred Connors to greater effort.

Volleying now with punishing purpose and catching his opponent with some beautiful top-spin lobs, he roared back to 5—5, saving a match point on the way in the ninth game with a backhand volley that dropped dead off the top of the net.

The American was in full flood, and now it was Vilas's turn to stem the tide. After two deuces, the Argentine went ahead 6—5 with an unbelievable cross-court backhand pass of great pace from a fierce Connors approach and finally clinched the match after nearly three hours.

It is still possible that these two will meet again in Sunday's final; but I fancy Borg will have other ideas, and despite his relatively ordinary performance yesterday, I still see him as the likely winner.

JOHN BARRETT

Travel

Flying starts

BY PAUL MARTIN

WHILE the idea of flying off to a foreign airport of your own choice, picking up a car and then touring around is far from new, several different schemes become available each year.

Virtually all national airlines link some form of fly-drive to their own operations but the scheduled carriers have not yet finalised their summer prices and those I have been given are approximate. No airline expects a major increase and I have been given figures varying between 6 per cent. and 8 per cent. over 1977 rates as the probable overall figure.

Although cross-Channel car and passenger ferry rates have been stabilised, picking up a left-hand drive car at your arrival airport saves a great deal of time and makes Continental driving all the easier. However, conditions of hire do vary considerably and there is no uniformity over the insurance that comes with the package.

I found collision waver covered on a Fiat hired from Europcar in Italy but not personal accident insurance. If you plan a fly-drive holiday in Spain or the Balearics, do check that bail bonds are included. Spain also requires an International Driving Licence and you will certainly ensure your own and your family's holiday peace of mind by buying the most comprehensive insurance available.

While I have considerable reservations about many so-called "free" offers, that available from Dan-Air and applying only to their Bournemouth-Channel Islands route until the end of March, is commendably straightforward. If two people travel together at the normal scheduled return fare of £31.60 and stay for six days or longer in the island or include a Saturday overnight stay on a shorter visit, six days' car hire is included with the scheduled return fare.

Dan-Air also now operates year-round services to Clermont-Ferrand and Montepllier as well as to Strasbourg and some attractive fly-drive arrangements, with optional overnight hotel accommodation, are available in these less familiar areas of France with the normal proviso that it always works out cheaper for a party of four than for a couple.

A small specialist operator, Paragon Holidays, gives an option of either taking your own car by sea or using a fly-drive package for their motoring holidays, also covering less well known areas of France.

Bearing in mind the anticipated increases from April onwards, British Airways operates a comprehensive series of "Freewheelers" to their wide range of scheduled destinations. Under this scheme, which applies to a minimum of two people travelling together, the length of hire period can vary according to the number making up the party. For example, four travelling on BA's scheduled services to Belgrade could hire a small car to tour Yugoslavia for ten days for around £150 each.

Chancery Travel quotes £75 per person, again based on a group of four, for their fly-drive packages to Corsica throughout June and £92 in early July and September.

Unlimited mileage at a wide range of destinations, including five major aiports in Spain and the Balearics, is one feature of a new series of fly-drive holidays introduced this year by Intasun. Prices, starting at £77 for a week and £93 for a fortnight, are based on four or five people travelling together.

I spent a few days last summer driving through the lovely Austrian Salzkammergut and Austrian Airlines allow you to vary your route and pick up a car in, say, Vienna and return it to Salzburg without additional cost. Unlimited mileage is included and the hire period varies according to the number travelling together.

On my own visits to the Algarve I have been fortunate enough to find a succession of sunny days and TAP's "Sun Drive" again varies the period of car hire according to the number travelling together. The per person rate, for four people and 14 days' car hire based on scheduled day flights to Faro, will again be in the region of £150.

Air France Holidays use different French hotel chains to provide really inclusive arrangements on their a la carte system which operates in association with Europcar while Cox and Kings, using the same car hire company, operates a voucher system for accommodation with a minimum hire period of three days.

The same a la carte designation applies to a series of individual arrangements available from Thompsons who have their own fly-drive programme.

Should you feel a bit adventurous at the turn of the year and if you can form your own party of eight, John Morgan have an excellent arrangement under which you tour Crete for fourteen days by mini-bus, taking tents along with you, at an inclusive mid-season price of £146 per person with flights included.

Finally, nearer home, British Caledonian can supply information about fly-drive arrangements, linked to their own scheduled services from Gatwick to Edinburgh and Glasgow, for a holiday in the superb Scottish scenery.

ADDRESSES: Air France Holidays, 18, Bruton Place, London W1X 7AA. Austrian Airlines, 50-51, Conduit Street, London, W.1. British Airways, West London Terminal, Cromwell Road, London, S.W.7. British Caledonian, Gatwick Airport, Horley, Surrey. Chancery Travel, 150, Campden Hill Road, London W8 7TH. Cox and Kings, Vulcan House, 65, Marshall Street, London W1V 2PA. Dan-Air/Romantic Tours, 76-78, New Broad Street, London EC2M 7AA. Intasun, Fairway House, Dartmouth Road, London SE23 3HP. John Morgan Travel, 35 Albemarle Street, London W1X 3FB. Paragon Holidays, 64, Guildford Street, Chertsey, Surrey KT16 9AD. TAP, Gillingham House, 38-44, Gillingham Street, London SW1V 1JW. Thompson Holidays, Greater London House, Hampstead Road, London NW1 7SD.

Your Week-end £: Austria 28.75, Belgium 62.50, France 8.90, Italy 1.655, Greece 78, Spain 158.75, Switzerland 3.80, U.S. 1.9975. Source: Thomas Cook.

Two wheel trip

BY GROG SMOSARSKI

THEY WERE cracked. The two struts holding the luggage rack onto the back of my 500 cc four cylinder motorcycle had started to give way under the combination of the gear I was carrying and the French roads.

Just before midnight one day last September I was waiting for my wife and passenger to come back from the municipal campsite washroom in Grasse, in Southern France, with the one bar of soap and the one tube of toothpaste we were carrying, when I noticed that my luggage carrier was less than horizontal. The bolts might be loose, I thought. But they were not.

The day before we had been directed to leave the main road to go round a "deviation." This entailed going over coarse gravel covering a roughly concreted path consisting largely of ruts and potholes. The gravel, almost as lethal to a motorbike as ice, slowed us down considerably, but even so the suspension was frequently up against its limits. At one point we had to stop because the small suitcase and holdall held down on the rack by elastic straps had started to come loose. The tent strapped to one side of the rack, and the two sleeping bags on the other held firm. Fortunately we had our most fragile items in a bag on the tank.

But the broken rack was the first major problem after more than a week of driving around France.

As soon as I had forgotten the RAC sign just outside Calais, reminding English speaking drivers to drive on the right, it became second nature. But I must confess that a motorbike rider does have the advantage of sitting in the middle of the vehicle. I had built up enough courage to start overtaking the odd car after about 10 miles. And the 276 kilometres to Paris where I was meeting my wife, took four hours.

We headed south. From Grenoble we took the so called "Route Napoleon" across the Alps. This is a very spectacular road, but makes for very frustrating driving. Much of it is either winding its way up one side of a mountain or down the other, and full of hairpins. Most of the corners are blind, so they should be taken slowly.

However, such cowardice can pay off. We eased into one of the corners, admittedly passing a "*travaux*" sign as we did so, to be confronted by a sea of gravel. I straightened out immediately, and braked as hard as I dare. We stopped with a foot or two to spare. It is a long way down some of those mountains.

We were stuck in Grasse until we could get the rack mended. The first garage we went to suggested a shop in which to buy a new rack; the man in the shop did not have one, so he suggested welding the broken rack; but neither he nor anyone else had any gas to do the welding. Going down one more side street looking for another "*carrosserie*" which might have gas, I found the local Honda dealer. Yes, he did have a luggage rack for a 500 four. I said I would have to bring my bike round to make sure it fitted. Of course it would, he told me.

Well, it took a few minutes to work out which way the rack should be fitted because the attached brochure advertised other goodies for bolting onto 500 fours, but did not give any fitting instructions. Then we discovered that the rear light units on U.K. model 500 fours are much larger than those on French model 500 fours. He set to work bending the rack into shape. My wife went off to buy food for our "*pique-nique*" lunch, and then sat on the pavement getting more and more fed up.

We left two hours later apologising for having disrupted the man's lunch hour, with the rear blinkers wrapped in paper and held down with insulating tape.

Fortunately he did not charge me for labour. The rack had already cost more than £30 whereas I had expected to pay £20.

What else could go wrong? Well, it started to hail, although it stopped before too long. Then we came across another "deviation." After crossing someone's farmyard we came across two cars towing caravans coming down a steep and narrow grass track, and two cars towing caravans in front of us trying to climb up. With some arm waving and aggressive discussion the people going our way decided to back down, so we let the others pass. Then it was my turn to climb, but my back wheel just spun in the mud. Only when my wife helped by getting off and pushing did the bike make it to the top.

The value given by the hotels and restaurants was one of the impressive things about France. In almost every town we were able to get a very good meal for some Frs.20 a head (about £2.50), especially good because food prices in the shops are slightly higher than in this country.

Kid's stuff

We are now entering the season of school trips to the ski slopes, with probably well over 100,000 British children making the trip during the next three months. It's a surprising number and could involve the parents concerned in considerable expense.

However, several specialist hire agencies have emerged which deal particularly with school parties and young people. The ski suit on the right was rented for £10 as part of a party pack from Bill Kent Ski Equipment, 19, Aylmer Parade Great North Road, London N2 0PE, who will send details of various clothing rentals to inquiriers. A group of more than five makes a party, and some weeks notice is usually required.

Stamps

Taking the scenic view

A VIEW of the Abbey Church of Aubazine graces the 1.25frs. stamp which goes on sale in France on February 20, to cover the lowest rate for letters going abroad. This carries on a tradition established half a century ago, whereby the higher denominations of the definitive series invariably depict scenery and landmarks. Since 1929, the *serie touristique* has run to several hundred attractive vignettes publicising the rich and infinitely varied French landscape to the world at large.

Britain, by contrast, has been extremely niggardly about flaunting its landmarks on stamps. In face of prolonged agitation for pictorial stamps the Post Office grudgingly included a view of the White Cliffs of Dover on the 5 shilling stamp of 1951, a precursor of the long-lived Castles high values of 1955-67. In the much more liberal atmosphere of the sixties landmarks figured none too prominently in the increased output of stamps and even when actual scenes were reproduced there was a tendency to adopt a stylised treatment. The Post Office made amends between 1968 and 1972 with the splendid thematic sets depicting bridges, cathedrals, churches, university buildings and cottages.

The Palace of Westminster has had more than its fair share of the philatelic limelight on a number of stamps from 1961 to 1975 and in recent years we have had admirable sets honouring Inigo Jones and European Architectural Heritage Year. With the first special stamps of 1978, however, we have reverted to a stylistic treatment of the landmarks of vital importance to the economic survival of this country. A set of four stamps goes on sale on January 25 and highlights the four principal sources of energy — oil, coal, natural gas and nuclear electricity. Although presumably the artist Peter Murdoch drew on actual examples of coal-mines, North Sea oil-rigs and nuclear power stations for his designs the results are quasi-symbolic. The 11p stamp, devoted to natural gas, merely shows a symbolic flame rising out of the sea.

The Crown dependencies of the British Isles, however, have more than amply compensated for this neglect of our architectural heritage. ever since Jersey, under German occupation in 1943, produced a set of stamps featuring local landmarks. Scenery and landmarks have dominated the definitive sets of Guernsey, Jersey and the Isle of Man since their postal administrations became independent. Guernsey has even used scenic motifs for its postage due stamps since their inception in 1969 and now Jersey has followed suit.

The series of 12 "to pay" stamps, which comes into use on January 17, was designed by Gordon Drummond and lithographed by the House of Questa. Each stamp depicts the arms of one of the bailiwick's 12 parishes together with a scene from that parish. The vignettes range from Jersey's oldest *colombier* (dovecote) on the manor of Samares (1p), Quetivel Mill (5p) and St. Helier Harbour (12p) to a fine view of Bouley Bay (£1).

Neighbouring Guernsey, whose definitive and postage due series have been augmented periodically by short sets featuring churches, lighthouses and even prehistoric dolmens and menhirs, is issuing a set of four stamps on February 7 reproducing antique prints. The stamps have been beautifully engraved, in keeping with the spirit of the originals, by Thomas De La Rue, a firm which is especially proud of its Guernsey origin. The four prints selected were taken from the extensive publications of Matthew Moss a bookseller and publisher who flourished in St. Peter Port in the early 19th century. Moss prints were published at monthly intervals and enjoyed immense popularity in the United Kingdom in the 1830s, greatly helping the nascent tourist industry of the island.

The Isle of Man is replacing its definitives this year, beginning with a series of 13 stamps representing the low and medium denominations which go on sale on February 28. Emphasis has shifted from the general landscapes of the obsolete series to more specific landmarks. A further series of four stamps will be released in October to cover the denominations from 20p to £1. The stamps have been designed by the local landscape painter, J. H. Nicholson, and printed in multicolour lithography by the House of Questa.

Several of the landmarks have been shown on stamps of the previous series. Thus the Laxey Wheel, which appears in the centre of the obsolescent 2p, is now shown close up on the new 9p, while the Tower of Refuge (12p) can be seen in the view of Douglas Harbour on the old 9p. Tynwald Hill appears on the new 7p and old 2½p but the improved layout of the new series and the abandonment of the Celtic ring-chain motif brings the motif into much greater prominence. With the emphasis on lighthouses and lonely towers (mostly built by 19th century philanthropists to perpetuate their memory) the splendid architecture of Douglas is all but overlooked, though the 6p shows the lofty frontage of the Government Buildings, formerly a branch of the ill-fated City of Glasgow Bank which crashed exactly a century ago.

JAMES MACKAY

Paperbacks

Happy returns

IN THE END one falls back on the old reliables, the entertainers who have seen one through many New Year doldrums in the past. You can number them, the really trustworthy ones, almost on the fingers of one hand; and for me Mr. J. B. Priestley is their leader among the living. I was delighted to find what appeared to be a new work of fiction from his pen in paperback, *The Carfitt Crisis and two other stories* (Pan, 80p). Closer inspection showed that the book appeared in hardback two years ago; closer inspection still that the two main stories were in the author's words "originally conceived in dramatic form" which I take to mean that they began life as plays which were for some reason abandoned uncompleted or never performed.

At any rate my pleasure in them was enhanced by seeing them in my mind's eye as new Priestley plays. *The Carfitt Crisis* was in fact turned into a radio play and performed a few weeks ago. As a play it belongs to a well-tried genre in which a mysterious stranger suddenly appears among a group of middle-class English people and teaches them how to reorganise their messy lives.

I think it was A. A. Milne (now forgotten as a dramatist) who perfected this type of play. The catalyst was the butler usually played by Gerald du Maurier. His sorting-out of the lives of his masters and mistresses was performed according to Christian principles; in Priestley's story, where the whole thing has been unconvincingly up-dated to the near-present but smacks of the 1930s, the butler called Engram sorts them all out according to Jung and the time theories of J. W. Dunne. None of this obtrudes unduly on what is intended to be read as a simple mystery story and works well enough at that level.

Priestley's other long story in this book, "The Pavilion of Masks," set in an imaginary German principality during the nineteenth century, must have been originally intended as a romantic costume drama.

It is a charade but a clever one and shows Priestley's dexterity in sustaining period material when he puts his mind to it. Beneath it all I felt he was hinting at something about identity.

A story which really does work brilliantly on several different levels at once is Brian (pronounced to rhyme with Behan) Moore's *The Great Victorian Collection* (70p), one of a number of novels published recently by Penguin by this Irish writer who now lives in California.

A University teacher in that State whose passion is for Victoriana dreams while staying in a motel of a priceless collection of Victorian objects: when he wakes up he discovers that the dream has become real, that the objects exist in time and space on the parking-lot outside the motel. Mr. Moore establishes their reality for the reader as well as the dreamer with great precision. The objects range from an exquisite crystal fountain erected for the Great Exhibition of 1851, through scientific instruments, books, toys, prints to a sinister collection of erotica.

Somehow their existence depends on the will of the dreamer; they do not actually cease to exist when he stops thinking about them, they subtly deteriorate.

I sense that there is a powerful movement growing among detective story addicts to elect Mrs. P. D. James to the throne left vacant by Agatha Christie. Her latest book available, so far only in hardback, *Death of An Expert Witness* (Faber, £3.95) has had some enthusiastic reviews, but she is a much wordier

Agatha Christie

writer than Mrs. Christie, much more serious, and (apart from a penchant for the macabre which sometimes damages her plots) less escapist. You feel her murders might often have happened in the way she describes them. Many of them are restricted to a closed community of the mentally ill.

All these features emerge strongly in an early book of hers *A Mind to Murder* which has just appeared as a Penguin (55p), and which makes a good introduction to her work. It introduces her sleuth Superintendent Alan Dalgleish of the Yard, whose only eccentricity is that he writes verse which he even succeeds in getting published, and it shows him investigating a mysterious death in a psychiatric out-patient clinic where it is mainly members of the staff rather than their patients who come under suspicion. Mrs. James brings out the tensions between them, the envies and loves, with a most authentic touch, likewise the atmosphere down to the last rusting filing-cabinet.

A closed community where not everyone by any means is mentally ill is provided by the University of Oxford. Over the years both detective-story writers and "straight" novelists have found it irresistible, one of them being Michael Innes. Under his real name of J. I. M. Stewart he has now written four non-detective novels of an Oxford quintet. The third one, *A Memorial Service* (Magnum Books), may be snapped up in paperback for 85p. It tells of a delicate situation for the playwright-narrator when he returns to his old college as a fellow. The style is a cross between late Powell and early James (Henry not Phyllis); for instance, during a rather sticky luncheon the Provost takes a deep draught of claret, "... no doubt in the interest of converting into a swallowable bolus the last of his pheasant." I found this novel a most swallowable bolus. Mr. Stewart's energy as a literary entertainer is second only to Mr. Priestley's.

ANTHONY CURTIS

Gardening

Going for cover

GROUND cover, so it seems to me, has come to have two rather different meanings for garden makers. To many, and I am among them, it means those sprawling or mat forming plants which cover the ground so closely that they make it difficult for weed seeds to settle and germinate. The bugle, *Ajuga reptans*, in its various coloured-leaved forms, is a perfect example of this, a plant able to thrive in sun or shade, good soil or poor. The little purple-leaved violet from Labrador, *Viola labradorica*, is another and is just as easy to grow. In America the evergreen *pachysandra* is the quintessence of good ground cover, a plant that is propagated and sold by the million, but it is less successful in Britain though it does well in some places, including the R.H.S. garden at Wisley.

But this is only one interpretation of ground cover and it is not the one that most of the experts use to-day; certainly not those who write books about it. I have been reading Graham Thomas' encyclopaedic "Plants for Ground-Cover," just reissued by Dents in a revised edition price £8.95, and find that he includes in it almost any planting that results in a dense covering of the soil. It is the spacing of the plants rather than their habit that really matters in this interpretation of ground cover and many of the plants that Mr. Thomas recommends are shrubs, and not always specially dwarf or prostrate ones.

He includes, for example, a number of the shorter rhododendrons such as Creeping Jenny and Rhododendron Williamsianum and also a couple of the wide spreading forms of cherry laurel, Otto Luyken and Zabeliana, which can easily reach a height of three or four feet.

Now though I grant that plants such as these can discourage some weeds it seems to me that they positively encourage others, brambles for example. Birds eat the fruits and then perch on a convenient bush to digest them and discharge the seeds which germinate safely and unnoticed until the seedlings are already too large to be dislodged easily. I speak with some feeling about this as I grow these shrubs and others like them (*Coloneaster conspicuous* is a particularly bad offender whereas *C. dammieri* is ground hugging and harmless) and am constantly having to lie on my stomach in order to get beneath them and chop out the brambles with a sharp spade.

This kind of dense planting has much more to do with aesthetics, or a particular view of them, than it has with labour saving. It was fashionable long before labour began to get so expensive that it was necessary to think of ways of conserving it. Gertrude Jekyll, who never seems to have had to consider cost in anything she undertook her clients being invariably wealthy, used dense planting freely and effectively and so did a great many other garden makers in the heyday of "natural planting."

Some of the best examples of this kind of ground cover were at Wakehurst Place in Sussex before the gardeners from Kew moved in and began to thin everything out so that they could introduce a greater variety of species. But on my last visit I found the beds filling up nicely again and a whole new plantation of barberries below the great natural outcrop of rock spaced, so I was told, to form a continuous thicket of growth as they do in their native Himalaya. I entirely approve of its as a landscape feature though I feel a trifle sorry for the labourers who will one day have to penetrate that spiny thicket to remove the brambles and other tough weeds that will undoubtedly grow in it. Maybe they will receive a special issue of leather breeches.

Whether the intention is to use ground cover as a genuine weed suppressor, which means sticking strictly to the carpeters with harmless unarmed stems and non-prickly leaves, or to plant densely just for the love of seeing plants jostling one another as they so often do in the wild, Mr. Thomas will be found an excellent guide. For many years he was garden advisor to The National Trust and he is responsible for much of the planting in its gardens although I do not think he has always been given full credit for it. The lovely enclosed terrace at Knightshayes Court, Devon, planted entirely in greys, silvers, pinks and purples, is his and so is much of the delightful walled garden at Wellington, Northumberland.

He also designed and planted the garden of old roses and herbaceous perennials at Mottisfont Abbey, Hampshire which has, in a few years, become such an attraction to visitors.

In these and many more can be seen the practical application of the principles he advocates of planting so closely that one can be reasonably certain the plants will link up in three of four years in a normally fertile soil.

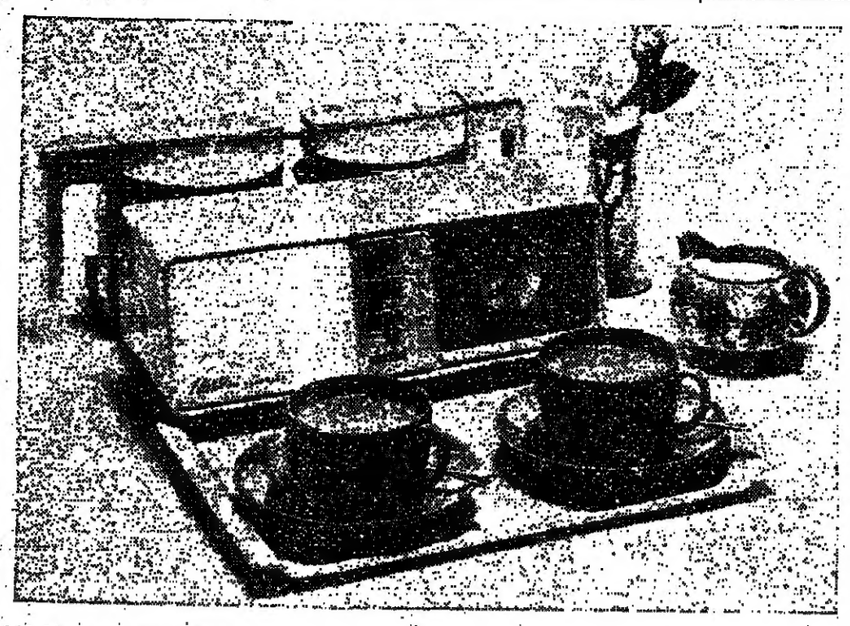
But thereby lies a difficulty. To the garden maker who intends to live in the same place for the next twenty years or so three years will not seem an unreasonable time to wait but how many of them are there to-day? The elderly are in a hurry because they feel that their time is limited and the young are also in a hurry because they are hoping to move to a better house directly their income permits it.

There are two possibilities; one to plant more densely than Mr. Thomas recommends, at any rate for the shrubs, with the certainty that there will have to be drastic thinning later on, the other to fill up with temporary plants such as annuals and inexpensive perennials. The first can be costly, the second a little tricky if one is to get a satisfactory mix in the early years but it can be fun trying and one learns a lot about plants in the process.

ARTHUR HELLYER

How to spend it — by Lucia van der Post

Tea timed



OLD HABITS, they say, die hard. I've found that some die surprisingly fast. A short while ago, I was given the opportunity to try out a tea-maker-cum-alarm clock-cum-beside lamp and it has definitely changed my lifestyle. In the old days I used to leap out of bed at crack of dawn to act as a latter-day Jeeves to an all-female household (wife and three daughters). Now I can savour the delights of a hot reviver without any effort.

My daughters have turned out to be extremely jealous of my new-found gadget and I'm still keeping to my unexpectedly firm resolve not to destroy the benefit I derive from it, by getting out of bed to serve them with tea. My wife, of course, wins all round as she gets a cup of tea as well as a living-in Jeeves.

Mind you, learning to live with a teamaker is not without its hazards. I tried very hard to follow the instructions and setting up the machine the night before is really no problem. But until your reactions become automatic, it is not so easy—when your sleep has been rudely shattered by an insistent alarm—to wake up rapidly enough to go through even the simple procedure that is necessary to turn the machine off while ensuring that the light stays on.

One thing I discovered early on, is that these machines are very economical on tea. You should use very little if you only want to make two cups, otherwise you get, as I did, something akin to Brown Windsor soup.

Then again, it always helps if there is tea in the house. There is (almost) nothing more frustrating than getting hooked on a teamaker only to find one night that there is none to be had. Only one thing is worse and that is if you find there is not any coffee either.

A further word of caution. If you are the one who regularly sets up the tea machine always check it carefully if someone else does it, for lack of practice can lead to such things as forgetting to put the tea in the pot and getting instead a cup of hot water in the morning—definitely a bad way to start the day and guaranteed to put a strain on any relationship.

Another problem arising from unfamiliarity is that you might position the kettle stopper incorrectly. The result is that instead of boiling water in the teapot, you get a horrifying hissing noise that sounds (when you are barely half awake) just like a geyser about to explode.

I have to say that in one respect the machine failed us. One morning, I was out of bed when the alarm went off, so I left it to my wife to turn off. Two minutes later I could bear the noise no longer, and rushed into the bedroom to turn it off myself.

My wife, of course, was still fast asleep—not what the manufacturers had in mind. She swears, however, that it is effective on the occasions I am away from home and that it is only because she relies on me to wake her up when I am around that she remained so firmly in the land of nod.

If all this sounds as though buying a teamaker is like stepping into a minefield, it is not meant to (that my wife and I appear incompetent is our problem I suppose) it is merely meant to illustrate how such a simple device can change your life in so many respects.

I find I have now gone off tea at breakfast and insist on coffee, so beware—it could be an expensive purchase if the price of coffee doesn't come down even further. The benefit you derive, a nice hot cup of tea, requiring no effort at that key moment when you are feeling at your most frail, manifests itself immediately and it really requires no word from me, to make the point.

Tea-makers are, however, rather pricey. The one I tested was the Ekco Hostess (pictured above) at the top of the price range at about £40. Others include Goblin and Morphy Richards. Whatever you choose, it is worth shopping around because the discounts available on manufacturers' recommended retail prices are in some instances very substantial with prices ranging from about £20 (Argos) upwards. However, the machines do, so I am told, have a very long life and their design and overall appearance has improved greatly. They are still not objects of great beauty but they look much less ugly than once they did.

NICHOLAS LESLIE

Petty problems

IT WASN'T until our very small dog barked at an elderly woman on her bicycle causing her to fall off and enrage her sufficiently to make her ask our local police to prosecute us for keeping "a ferocious and unmuzzled dog" that I realised just how expensive keeping a pet can occasionally turn out to be. We were lucky. The policeman took one look at our small Jack Russell and started to laugh before he could finish reading the summons.

It could, however, have been a lot worse. The elderly woman could have been injured (in the event she was, justifiably, just cross). She could have been run into by a following car and the resulting damages could have been high.

So as Christmas is the prime time for the giving of pets it seems a good moment to look at a new scheme for insuring them. Pet Plan has been designed to provide cover for most of the expenses that dogs or cats can incur. There is a choice of two schemes—the more expensive one (£10.50 per annum) includes cover for up to £100,000 of third party claims (plus legal costs in defence of a claim) while the cheaper scheme (£7.75 per annum) excludes this cover.

"Luckily he had full medical insurance"

We have, obviously, so far been lucky with our dog's illnesses in that our vets' fees seem surprisingly low. However, I've just seen a list of typical vets' bills and it is quite clear that they can cause a great deal of expense, particularly in the case of older animals. Enteritis, a common enough complaint, can cost anything from £10 to £31, depending on the severity and the treatment needed. Operations, of course, are correspondingly more.

Both the Pet Plan schemes offer cover of up to £100 of veterinary fees, resulting from each and every accident and illness—though the first £5 is not recoverable (this is to prevent too many small claims and as it is in any event a sum most people can find relatively easily this is not too burdensome an exclusion).

The pet-owner may use any veterinary surgeon. He should pay the bill and then send the receipted bill plus a statement of the illness, the date of the commencement and termination of the treatment to Pet Plan, which will then refund the full amount, less the first £5.

Pet Plan does not refuse cover to older animals provided insurance with them was started before the animal was ten years old. (It appears that it has previously been known for regular insurers to be refused cover once their dogs became elderly).

While vets' bills can cause a steady drain on the family finances, it is the major accident that can be the stuff that nightmares are made of. If your dog runs into a road, causing a car to swerve and damage either car or a person, you could be liable for the resultant damage to car or person. Similarly, in the country, if your dog disturbs or molests livestock, you could be prosecuted and the farmer could claim compensation. For the sake of peace of mind I would think it well worth while taking out the full £10.50 scheme which gives full cover for third party claims, as well as cover for up to £25 of legal costs in case of prosecution under the Dogs (Protection of Livestock) Act, 1953. (John Philip, our insurance man has pointed out in the past that you probably have some cover under your general household policy.)

If you need any further details or want an application form for insuring your pet write to: Pet Plan Ltd., Syngrou House, 1, Fernhurst Road, London, SW6.

QUIZ

DON'T forget that all entries to the How To Spend It New Year Quiz must be in by Monday, January 9th and we shall publish the names of the three winners as well as the answers to the quiz on Saturday, January 14. In the meantime both Quiz Digest, who provided us with the quiz, and ourselves, apologise for a mistake in No. 5 of the Trees question. Several learned readers have already pointed out that Mohammed received his revelations in a cave, not in a tree. Buddha it was who saw the light under a Bo tree. To be fair to everybody we will simply cut out question No. 5 of the Trees section. I hope it hasn't sent too many of you on a wild goose chase.

Venerable vegetables

BY PHILIPPA DAVENPORT

ONE OF my New Year resolutions is to make more and better use of vegetables. I already eat a lot of vegetables. I love fresh tasting vegetable dishes served as a first course; and I wrote recently in this column about making vegetables into more interesting accompaniments to the main course. But now I plan to take the vegetable theme a step further—to use them as the basis of main course dishes.

It is clear to me that, once you decide to treat vegetables as being worth a dish in their own right, you have to choose and cook them with greater respect—and that means they taste much better. Serving a selection of really beautifully cooked vegetables with a meat dish means people enjoy eating vegetables more, and they want less meat. Altering the proportions—I mean serving meat or fish accompaniments with a main course vegetable dish—can produce equally delicious results; and it works out quite a bit cheaper and makes better ecological sense.

Winter vegetables make healthy eating and their clean fresh tastes and textures are particularly appealing to palates jaded by the richness of Christmas eating. So January seems an ideal time to turn over a new leaf.

STUFFED CABBAGE
serves 4

This is far easier to prepare than it sounds on paper. I like to accompany the cabbage with some sausages: salamelle, chorizo, smoky frankfurters or good English pork sausages.

2 lb Savoy or other green cabbage with firm, crinkly leaves, 1 small onion, 3 oz butter, 4 tablespoons chopped parsley, 3 tablespoons fresh breadcrumbs, 3 oz chopped nuts, the zest of a small lemon, 2 eggs, salt and pepper.

Trim the cabbage stalk, reserve 6-8 large outside leaves and shred the remainder. Gently cook the shredded cabbage and finely chopped onion in the butter. Stir and turn frequently. After 15-20 minutes the vegetables should be softened and lightly coloured. Away from the heat, stir in the parsley, breadcrumbs, nuts and lemon zest Add the lightly beaten eggs, season generously and mix well.

Line a mixing bowl with butter muslin. Arrange the reserved cabbage leaves in the bowl, stalk ends downwards. Overlap the leaves slightly, particularly at the base, so there are no gaps. Pile the cabbage mixture into the centre of the leaves. Pull up the cloth round the cabbage as tightly as you can so that the original neat cabbage shape is re-formed and tie securely with string.

Everything up to this stage can be prepared ahead if wished. Lower into a pan of salted boiling water and cook for 20 minutes. Let the muslin parcel drain for a few minutes before unwrapping carefully and then turn the cabbage on to a hot serving dish. Serve immediately.

SPINACH COULIBIAC
serves 6

Winter varieties of spinach have tough stalks which are best removed before cooking. This means you may lose up to half the bought weight so use the larger quantity given in the recipe.

2-3 lb. spinach, 3 oz brown rice, 4 hard boiled eggs, ¼ lb. mushrooms, 1 onion, 2½ oz butter, 1 chicken stock cube, salt and pepper, 12 oz packet puff pastry, 1 beaten egg, ¼ pint sour cream, 5-6 tablespoons yoghurt.

Wash and thoroughly drain the spinach, discarding any tough stalks. Cook the leaves until they wilt. Steaming is definitely the best method for this: don't overfill the steamer, but cook the leaves in batches turning them occasionally so the steam penetrates evenly. Turn the cooked spinach into a colander and leave until cool enough to handle, then squeeze out all moisture and chop roughly.

Meanwhile cook the rice in the spinach water, boosting flavour with a stock cube; sweat the finely chopped onion in 1½ oz butter. Saute the sliced mushrooms in the remaining butter, drain well and sprinkle with plenty of salt and pepper.

Away from the heat, stir the cooked and drained rice into the onion pan. Add the squeezed and chopped spinach plus a generous seasoning of salt and pepper and mix well. (All these preparations can be done well ahead.)

Roll out the pastry very thinly to about 18 inches square and cut into two oblongs, one slightly larger then the other. Put the larger oblong on a greased baking sheet and pile half the spinach, onion and rice mixture on top, leaving a clear 1 inch rim round the edges. Lay half the sliced hard boiled eggs on top of the spinach mixture, then the mushrooms, the remaining hard boiled eggs and the rest of the spinach mixture. Cover with the second oblong of pastry and trim to fit. Brush the raw edges with beaten egg, roll and seal firmly. Cut steam slits into the top, decorate with leaves made from pastry trimmings and brush all over with beaten egg. Bake at 425 deg. F. gas mark 7, for about 25 minutes, until golden and well risen.

Serve with a cold sauce: season the yoghurt with salt and pepper, then vigorously stir in the sour cream until smooth and well blended.

CAULIFLOWER CHEESE WITH A DIFFERENCE
serves 4

To serve this delicious lunch or supper dish, I stand the dish of cauliflower in the centre of a large round plate, then arrange the grilled bacon rolls and triangles of fried bread around the rim of the plate.

1 medium cauliflower, 2 bunches watercress, 2 ozs walnuts, 2 generous tablespoons each butter and flour, ½ pint milk, 3 ozs Cheddar cheese, 1 tablespoon grated Parmesan, 3 tablespoons brown breadcrumbs, salt, pepper, nutmeg, 8 rashers streaky bacon, lots of crustless bread cut into triangles.

Divide the cauliflower into sprigs and steam until tender. Strip the leaves from the watercress stalks, blanch by plunging into boiling water and cooking for 1 minute, drain well and squeeze dry. Chop both vegetables very finely. Chop the walnuts quite coarsely.

Make a thick smooth sauce with the butter, flour and milk and simmer for a few minutes. Away from the heat, add the grated Cheddar and, when blended, stir in the vegetables and nuts. Season to taste with salt, pepper and nutmeg. Turn into a souffle dish of 1½-2 pints capacity and smooth and level the top with the back of a wet spoon.

Sprinkle on the brown breadcrumbs and Parmesan mixed together. De-rind the bacon and cut each rasher in half lengthwise. Flatten each piece with the back of a knife, then roll up and place, cut end downwards, on a baking tray. Fry the triangles of bread. (Everything up to this point can be done well in advance.) To cook, bake the dish of cauliflower uncovered at 350°F, gas mark 4, for 35 to 40 minutes. Place it near the top of the oven and put the bacon tray on the bottom shelf. The triangles of fried bread will take less time to heat through: put them in a single layer on a baking sheet and place it on the floor of the oven for the last ten minutes or so of cooking time.

MUSHROOM PUDDING
Serves 4

Cultivated mushrooms are available all year round and this makes them into a warming and well-flavoured dish for a cold day.

Suetcrust pastry made with ½-lb wholewheat flour, 1½lb flat mushrooms, ½-lb button mushrooms, 2 ozs butter, 1 large garlic clove, lemon juice, salt, pepper, coriander seeds, ½-pt double cream.

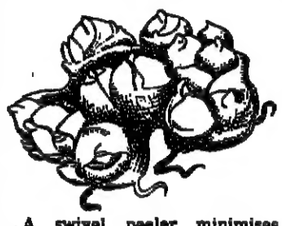
Crush the garlic clove with salt, add it to the softened butter together with a squeeze of lemon juice and a good seasoning of salt and pepper. Blend well, shape into an oblong, wrap in wet greaseproof and put into the ice-making compartment of a fridge.

Meanwhile wipe all the mushrooms and slice the flat ones. Grease a 2½ pint pudding basin and line it with two-thirds of the pastry. Mix the whole and sliced mushrooms and pile them into the basin adding knobs of cold flavoured butter here and there. Cover and seal with remaining pastry.

Top with buttered and pleated foil, tie securely with string and lower on to a trivet in a large pan of fast-boiling water. Cover and steam for two hours, topping up with extra boiling water as necessary.

Serve with a jug of piping hot sauce: boil the cream until reduced to ½-pt and season well with crushed coriander seeds, salt and freshly-ground black pepper.

ARTICHOKE AND PRAWN PIE
serves 4



A swivel peeler minimises wastage but you will inevitably lose quite a lot of the purchased artichoke weight, so it is best to weigh after peeling. Remember to cut off stringy artichoke ends which are too tough to make pleasant eating. Use ends and peelings to flavour the sauce.

1 lb peeled weight Jerusalem artichokes, ½ lb boiled and peeled weight Mediterranean or Dublin Bay prawns, 9 oz. packet puff or flaky pastry, 2 oz. Spanish onion, 3-4 large dried fennel stalks, 2½ tablespoons each butter and flour, ½ pint milk, 1 small egg, 1½ oz. Cheddar cheese, salt, pepper, parsley.

Put the artichoke peelings and fennel stalks into the bottom half of a steamer together with some water and bring to boiling point. Put the peeled and thickly sliced artichokes in the steamer basket, place over the pan, cover and reduce to a simmer. Cook until the vegetables are just tender: this takes remarkably little time so keep an eye on them. Set the artichokes aside, strain off and reserve their cooking liquor. Finely chop and sweat the onion in the butter. Sprinkle on the flour, blend in the milk and 7 fl. oz. of the artichoke liquor. Cook the sauce, stirring, until quite smooth.

Everything up to this point can be done well in advance.

Roll out the pastry very thinly. Using a large dinner plate and a bread and butter plate as templates, cut out a pastry ring. Save the central circle of pastry for vol-au-vents and use trimmings to make fleurons.

Brush with beaten egg and bake at 425 degrees F. gas mark 7, for 25 minutes until well risen and golden. Reheat the sauce gently, stir in a good grinding of pepper and the grated cheese. When smoothly blended, add the prawns and artichokes, cover and simmer very gently until thoroughly heated through. Turn the mixture into the centre of the puffed up pastry ring. Sprinkle with coarsely chopped parsley and arrange the fleurons around the edge.

Drawings by Robin Coles

Fashion

If you have got the strength to face the sales (which, frankly, I have not) this year seems to be a particularly good time to replenish your wardrobe. It is no secret that many of the shops did not do quite as much business as they had hoped in the lead-up to Christmas and so there are really good buys to be found if you can just get enough energy together to go searching.

Most of you will probably remember that we had a very long, mild autumn and coat sales suffered disastrously because of this. Well, if you think you need a winter coat either now or next year you would be well advised to go to the sales now. Most of the shops we spoke to are expecting large rises in the price of some coats next winter—for instance, the price of camel cloth has trebled. Though British-made coats are not expected to increase greatly in price, imported ones are likely to be over the £100 mark next winter.

The best buys are likely to be the classic coats — Aquascutum for instance, do not change the look or style of their coats very much from one year to the next but the price of a coat in this year's sale (started on January 5) is very much below what it will be next autumn.

Jaeger sales have been on now since December 28 but you might still find one of their beautifully-cut velvet trench-coats which were reduced to £30.

Harking jackets are, I think, going to be with us for some time and they are a very useful item to have in our changeable climate. Several shops still have some hacking jackets left that will be reduced in the sales; in particular Harvey Nichols will have Jeff Banks designs reduced from £43.50 to £30. Look out, too, at Harvey Nichols for Stephen Marks swing back coats selling at about £27 each in a host of different colours.

If you need or want cashmere sweaters now is the moment to buy them—they are not reduced by very much but even the £4 off them being offered at Scotch House branches helps.

Leather boots have now become a major investment and anybody wanting a pair of those should have a good look at the shoe sales and at the shoe departments of the major department stores. Often they are reduced because they are an odd size (so sales are particularly useful to those with feet that are either larger or smaller than normal).

So to sum up—buy mainly classics, the designs that are built to last and you could be getting something that will give you pleasure for years. Steer clear of the very ephemeral, keep to high quality and this sale time could give you some of the best bargains seen for a long time.

AQUASCUTUM'S own sale at 100 Regent Street, London, W.1 started on Thursday 5th January but their shops-within-shops up and down the country will nearly all be having sales at some time round about now as well. They are a very good place to look for coats and suits of classic design, of high-quality materials, that should last for a long time to come. If this is the style you like and aim for and feel in need of a new coat then you should certainly have a look among their sales rails. I particularly like this very classic trench-coat style coat, made of 100 per cent. pure wool. This particular model is made in a rather strong check pattern but other checks or plains are also available. Reduced from £109 to £69 you may be sure that similar coats will be costing a lot more next winter.

Photographs by Trevor Humphries

Harvey Nichols of Knightsbridge is one of my favourite shops at the moment—it is the place I would indulge myself in should I win the pools. Their sale which starts to-day, consists mainly of reductions on all their normal stock—they have bought in a few items for the sale but these are all in line with their normal merchandise. So if you've been eyeing something all season that you haven't been able to afford, it is worth going along as soon as you can.

Among the items they'll be reducing are Pringle cashmere sweaters which were £39 and will be down to £25, Cacharel shirts from £20 to £10, Mary Quant Viyella blouses from £14 to £9, as well as the Jeff Banks hacking jackets and Stephen Marks coats already mentioned.

There's a lovely soft pure camelhair coat by Rodex reduced from £165 to £82 and, on a more light-hearted note, there are leg-warmers from £11.50 to £7.

A particularly good buy seems to be the 100 per cent. wool Marcel Fenez two-piece suits (above) in soft paisley patterns of mainly brown or mainly red. The skirt is soft and flared with a frill round the bottom, the top is frilled at neck and sleeves. Normally £69 they have been reduced to £34.50.

BENETTON is a fairly new shop that opened last June at 6, South Molton Street, London, W.1. Although there are 300 branches in Italy and one in Paris, this is the first one in England. Basically, Benetton specialises in a wide variety of high-quality casual or leisure clothes, all of which come in matching colours so that a co-ordinating outfit can easily be put together. There's a very large selection of colours (we photographed the trousers and sweater, above, in a bright coral pink) and you ought to be able to find a shirt, trousers, skirt and sweater, all in matching colours.

They specialise in cord jeans, ordinary jeans, sweaters, skirts and accessories like scarves and belts. These are all available during the year at normal times but starting Thursday January 12 they will be having a sale during which there will be many reductions.

The 100 per cent. cord trousers shown in our picture come in about 12 different colours, are normally about £20, but during the sale will be £15. The scarf comes in colours to match sweaters and trousers and is normally £5.90, reduced during the sale to £1.50. The sweater, in pure wool, up to a size 14, comes in about eight different colours and will be reduced from £19.90 to £16.00.

Benetton is useful for the very small because their sizes start at size 6 and go up to size 14.

The jacket we put with the trousers and sweater is not from Benetton and is not available in the sales. Made by the Italian firm of Cloo Cloo in 100 per cent. pure wool, it costs £59.95 from The Shop at Michaela, 44, Harrington Road London, S.W.7.

The Arts

Radio

Harold hits back

BY ANTHONY CURTIS

Even former prime ministers must be granted the right to reply to their critics and *Wilson on Crossman* (January 1, Radio 3) was a fine way to start this year's book coverage on radio. As a book review pure and simple I would not give it all that many marks, only about six out of ten, but it was more than that, it was a spectacle, a piece of free-style solo figure-skating (over some pretty thin ice at times) worthy of Master Curry at his best. Here the mark for performance would be more like nine point five.

It began to a slow roll on the drums with the skater describing a noble backward curve in the manner of an obituarist: "Dick Crossman's death was a great loss to British politics—and, in a far wider sense, to our national life, not least in his own constituency of Coventry." Having got that safely out of the way, the tempo quickened as Sir Harold dug the toe of his skate into the ice and prepared to make the first of his leaps: "He was essentially a political imp, challenging everything in an effort to elucidate everything. Whatever he was, he was never a serious politician . . ." (Voice from the back of the hall: "Then why did you put him in your cabinet?") " . . . he was, rather, a serious student and, indeed, a serious teacher of politics, analysing, first, from without, later, from within, in an intensely serious way, Britain's problems and cabinet decision-making less as a politician than as a philosopher-king."

After a few more spins and spirals of this kind, Sir Harold made his first big point which was that Crossman's view of cabinet government, that it is non-existent beside the almost presidential powers of the prime minister, was totally false. In refuting this view Sir Harold gave an interesting glimpse into the way the records of cabinet are kept by the secretariat. The PM "at the end of the perhaps long discussion, writes out by hand the minute himself, perhaps 60, 70, 100, 200 words, and reads it out for approval. There may be amendments, which if the cabinet agrees, he then inserts." Thus not only is it quite impossible, as Crossman alleged, for the PM to cook the cabinet's books, nor can ministers give their departments a falsely rosy view of what went on in cabinet. We are all human and, "No minister likes to return at 1 p.m. and say he has been defeated. He exudes the air of victory. His permanent secretary wants to see that victory enshrined in the minutes, when circulated." According to Sir Harold, Crossman's own permanent contribution was to extend this process of cabinet-monitoring by instituting "a network of select committees on various aspects of administration."

In the latter part of this 30-minute talk Sir Harold went into fascinating detail about the pedagogic aspects of Crossman's mind: "Dick was an unrepentant Platonist, driven into a still deeper concept of the ends justifying the means by his wartime work on black propaganda" which presumably is a way of saying he could occasionally tell whopping lies. But if a pupil at Oxford produced some half-baked Platonism in an essay, then "Dick annihilated him with devastating Aristotelian logic. So it was in cabinet." Thus as an educator he could be a bully, but from Sir Harold's point of view what was more tiresome was that it made him blab to his newspaper friends the most confidential cabinet discussions (as over whether or not to admit the Kenya Asians) all in the cause of their higher education. As Sir Harold showed in this talk, radio offers an excellent opportunity for someone pilloried in print to hit back: why not a regular slot where authors can take up the more serious criticisms levelled at them by reviewers?

Sue MacGregor is an experienced non-belligerent interviewer with a lot of practice in handling male guests on Woman's Hour. Ms. MacGregor began a promising new series called *Conversation Piece* earlier this week (January 1, Radio 4); she had a carefully prepared 45-minute conversation with Emlyn Williams. If nothing startling new emerged about Mr. Williams remarkable progress from elementary school to Shaftesbury Avenue, none the less the ground was covered most agreeably. I thought she might have pressed him rather more on the ethics for a writer of dabbling in real-life horrors.

Crossman—by Wilson

Elaine Stritch seems always to be playing in plays about backstage and so it proved in *Say Goodnight Bridget* by Sarah Maxwell (January 5, Radio 4) but at least this was the American vaudeville stage in the 1930s, a period when the corn was at its greenest. Producer Glyn Dearman and his team harvested a heavy sheaf of vintage gag-lines, such as "Faint heart never won fair alimony."

Music in 1977

BY RONALD CRICHTON

Public events—anniversaries and deaths in particular—are reflected in musical programmes, but the way in which the reflections appear is not always madly interesting. The Queen's Jubilee led to innumerable performances of Handel's Coronation anthems and of more or less jubilant British music of many periods. Of new works, one at least, or what was heard of it in an incomplete condition, seems likely to have staying power—the *Mass of Christ the King* by the Master of the Queen's Musick, Malcolm Williamson. Another happy event, and the recent memory of a sad one towards the end of the previous year, led to appropriate musical tributes—Walton's 75th birthday and the loss of Britten.

The subsidised opera houses in London had their brave moments in spite of the clouds of industrial troubles gathering during the second half of the year, leading to some frustrating abbreviations and cancellations. Weber was celebrated at both houses. Covent Garden's *Freischutz* was the more brilliant achievement of the two. The ENO *Euryanthe* at the Coliseum started uncertainly but had the makings of a definitive rehabilitation of a neglected work. Among more or less standard repertory works, the Royal Opera did notably well by *Lohengrin* and by Puccini's *Fanciulla*. So did the ENO by Massenet's *Werther*, while their English *Ring* reached even more impressive heights than before.

As far as new operas were concerned, Covent Garden presented Tippett's *Ice Break*, his fourth and—he regretably says—last work for the lyric stage. At the Coliseum neither Hamilton's *Royal Hunt of the Sun* nor Blake's *Toussaint* made a comparable impact, though both won esteem (Hamilton's radio opera *Tamburlaine*, broadcast by the BBC, made a stronger musical impression than the stage work). Scottish Opera and Welsh National continued to flourish (and Scottish opera added spice to the year's diet by inviting the Stuttgart Opera to bring their piquant staging of Henze's *Boulevard Solitude* to Glasgow).

Welsh National Opera have now established a Midlands base at the Birmingham Hippodrome—that, and the English National's announcement of a new company to be based on the Grand Theatre at Leeds, are the two brightest points of light for the operatic future. For present achievement, the palm for opera in the regions in 1977 must surely go to Kent Opera for their simple, practical, but generally distinguished *Eugene Onegin* and *Iphigenia in Tauris*. When a small touring company succeeds in Gluck, where so many big, solidly based concerns come to grief, it suggests equally high musical and artistic standards.

For sheer diversity of operatic experience in relation to size, Britain must still be hard to beat — make the best of it while the supply lasts! The variety last year extended from the brilliant *Carmen* at the Edinburgh Festival (not a ready-made import, but patiently planned and pieced together by Peter Diamand) down to a myriad university on fringe events, ranging from such musically superior occasions as the uncut *Julius Caesar* at the Barber Institute, Birmingham, and the Handel Opera Society's *Ezio* to an assortment of humbler things mixed indeed but all worth the curious opera-goer's attention — the Park Lane Group's concert *Tancredi*, Nottingham University's *Masaniello*, University College London's *Saul and David*, Lully's *Cadmus and Hermione* in a Covent Garden church, were merely some of these.

A 1977 success for Covent Garden—a scene from Weber's Freischutz

London concert programmes have been dull, though sometimes mercifully less dull in performance than on paper. I'm afraid the solution to that problem lies in more subsidies (at least, I'm afraid the orchestras think it does). The choice of repertory works has in fact been rather good — a number of unfamiliar symphonies by popular composers have been daringly slipped in, but contemporary music in these circumstances is too often and too meanly served by timorous, face-saving commissions.

It would help if the leading conductors took a firmer stand —if, for instance, they followed the lead of Riccardo Muti, who for his Philharmonia concerts often sneaks in something unusual. With regret, it must be said that Sir Georg Solti (one concert excepted) failed to do this with the series he so brilliantly conducted for the London Philharmonic—we look to him to be bolder when he returns in a permanent capacity. Courage and foresight ought not to be confined to smaller (but not lesser) enterprises like the London Sinfonietta and the Park Lane Group — to name two of the clever ones.

Not for the first time, the Proms (and the BBC) saved London's wobbly reputation as a musical capital. Robert Ponsonby, William Glock's successor as Head of Music to the BBC, came up with an enticing mixture of old (some of it very old) and new. Like his predecessor, he does not neglect the pleasure principle. His Proms were enjoyable as well as stimulating, progressive, and other virtuous things. Meanwhile Sir William, in his nominal retirement, was equally happy with his programmes for the Bath Festival. Those I attended had the rare quality of seeming even more rewarding in practice than in theory.

A newcomer to the roster of British Festivals was Orkney—where Peter Maxwell Davies gave, in Kirkwall Cathedral, the first performance of his opera *The Martyrdom of St. Magnus*. By all accounts this was a premiere second only in impressiveness to Tippett's *Ice Break*. The English Bach Festival yet again offered uniquely varied and valuable niches: this time Miss Lalandi's main coup was perhaps the belated London debut of Harnoncourt's Concentus musicus group from Vienna.

What else? There are still too many chamber orchestras and ensembles in London competing with one another for dwindling subsidies and for public support which is beginning, not unreasonably, to save the pounds (let alone the pennies) for the big things. On the other hand, the plight of the several excellent, small, amateur, specialised choirs is worrying. Many of them are helping vitally to preserve the rich, invaluable, irreplaceable store of church music which is in danger when the existence of permanent choirs in cathedrals and big churches is threatened—somehow the choir schools manage to survive, but for how long?

Theatre

Visions of Kerouac

BY W. I. SCOBIE

Visions of Kerouac by Martin Duberman is one of those "documentary dramas" popular these days with Americans, who find their recent past, not unreasonably, so baffling. This time it is the "Beat Generation" that's under scrutiny, and as they appear at Los Angeles' tirelessly avant-garde Odyssey Theatre, they're an intriguing lot—comic, passionate, fanatical in their determination to "reinvent everything," to become "deranged enough" to understand the insanity of nature, and then "write it all down without thinking."

Visions is nothing if not ambitious. It ranges in time across three decades, in place across much of America and Mexico. It runs for two hours and 20 minutes, employs a cast of 23, and takes a serious look at a group which, whatever one may think of their writings, helped to change American mores and bring on the sexual revolution of the late 60s.

Jack Kerouac was their literary king, by general consent, and Mr. Duberman explains, in a programme note, that the play is "an amalgam of my words and Kerouac's. Some events are wholly imagined, much of the dialogue is invented, certain characters are composites. I have aimed at truth of mood, not truth of fact." Mr. Duberman uses the names Kerouac himself used in his printed work for lightly disguised portraits of his friends — Allen Ginsberg, Gregory Corso, William Burroughs, Gary Snyder and others, of whom the most important is Neal Cassady.

The handsome and dynamic Cassady was no writer—although he did publish one rather regrettable book — but he was, in some sense, the soul of his generation. As "Dean Moriarty" he lives as the hero of *On The Road* and other seminal Kerouac novels. Many of Ginsberg's finest poems were inspired by, or addressed to Cassady, who seems to have been one of those catalytic agents who appear from time to time throughout literary history — an animal spirit, crazy, spontaneous, fun, to whom everything might be forgiven.

Visions is a chronicle of Kerouac's life from its hopeful literary beginnings in the mid-'forties to his death in 1969 at the age of 47. But its main theme is one which has occupied Mr. Duberman, a professional historian as well as the author of a dozen plays, for many years, namely, the meaning of "masculinity" in America. One collection of Duberman plays is called *Male Armour*, and the Kerouac he shows us is caught inside that armour. To Mr. Duberma Kerouac is a sensitive creat even a rather sissified stay home, who never, ironica learnt to drive, who drank excess but feared drugs, made love to women, but obsessed by a man, Cassady. sang the song of the open ro but spent his last years immur with his mother behind the wa of a bland Florida villa, watchi TV with the sound turn down while listening to classi music and drinking himself death. From revolutionary Kerouac had become parano conservative — queer-baiti black-fearing, muttering of Co munist conspiracies.

Mr. Duberman implies, witho over-simplification, that Kerouac had been able to fr himself from superstitions abo the meaning of maleness, had given expression in physic if not sexual, terms to his feeling for Cassady, he mi have lived a longer and happ life, perhaps even written bett Perhaps.

But Neal Cassady — Mr. L the Free Spirit, who was ap rently willing to copulate w anything that moved — was a non-survivor. He died a months before Kerou overdosed on barbiturates froze to death one night be a railroad track in Mexico.

This is the first major produ tion of *Visions*, apart from so workshop performances in Ne York, and it moves along at fast lick under expert directi from Lee Sankowich. It matte not at all that few in the aud ence will be able to identify th players as Burroughs, Corso, al. It does matter that play-goe are well aware who Allen Gin berg is, and he is not Dann Goldman. Young Mr. Goldma does nicely as the elfin, youthf Ginsberg; but his efforts to po tray the bearded, Om-chantin poet-prophet of the Fall America verge on the embarra ing. Lane Smith works his hea out as Kerouac, to great effec Michael Cavanaugh makes gallant stab at the very difficu role of Neal Cassady.

An important play, perha certainly one that gener tremendous energy. Kero tragedy is a dirge for American Dream that he and friend Neal tried so valiantl to carry forward on to a ne plain. It is the stuff bad-drea are made on. Perhaps that why the Kennedy Centre, havin commissioned the play for Bicentennial Season, decided no to produce it. Mr. Sankowich, incidentally, is the director wh made the stage version of *On Flew Over The Cuckoo's Ne* into an international success; we may be hearing more *Visions.*

Royal Ballet plans

The Royal Ballet's repertory during February/March 1978 includes the world premiere of Kenneth MacMillan's new three-act ballet *Mayerling*. The music, from the works of Franz Liszt, will be arranged and orchestrated by John Lanchbery who will conduct the first performances. The designer will be Nicholas Georgiadis and the lighting will be by David Hersey. The scenario is by novelist and screenwriter Gillian Freeman. The production of *Mayerling* is being sponsored by IBM United Kingdom Limited. The first performance on February 14 will be a Royal Gala Performance in the presence of the Queen Mother.

On February 14 the cast will include David Wall, Lynn Seymour, Merle Park, Georgina Parkinson, Michael Somes and Wendy Ellis. Subsequent casts include: on February 17—Wayne Eagling, Lesley Collier, Ann Jenner, Vergie Derman, Michael Somes and Wendy Ellis, and on February 21—Stephen Jefferies, Alfreda Thorogood, Sandra Conley, Monica Mason, Michael Somes and Denise Nunn. On March 13 *Mayerling* will be televised for future transmission by London Weekend Television.

Collecting

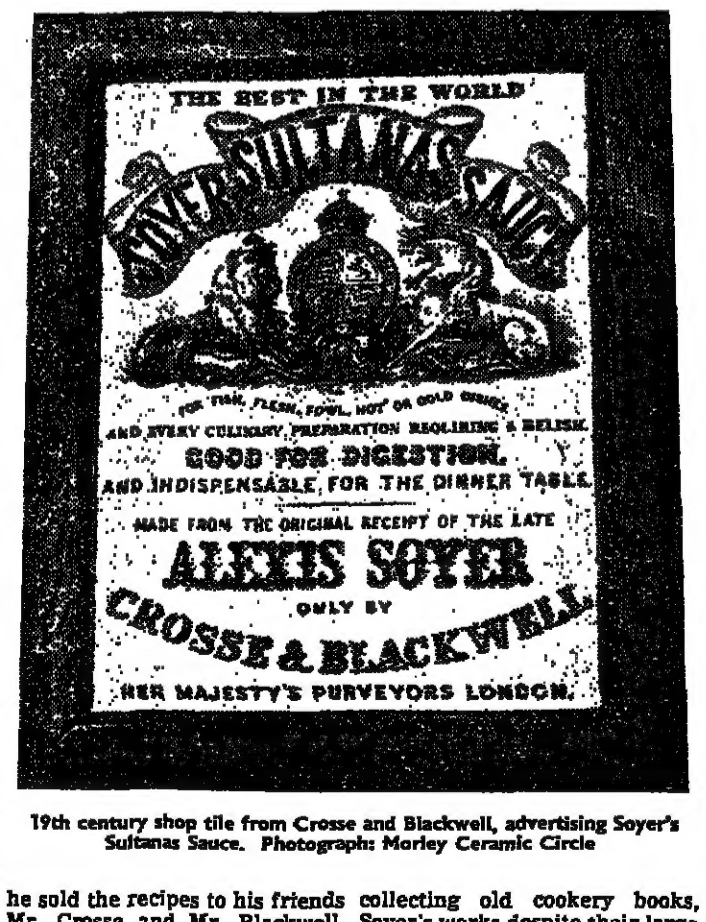
Cooks and their books

LEGEND has it that Alexis Soyer, famous chef to the Reform Club, got the idea of writing cookbooks when observing in the library of a distinguished nobleman that the works of Shakespeare, Milton and Johnson, were "wholly dust clad and overlooked" while a book on cookery "bore every indication of being daily consulted and revered." He forthwith took up his pen to write *The Gastronomic Regenerator*, which was an instant success.

Soyer (1809-1858) was a French shopkeeper's son from Brie who in addition to his culinary triumphs at the Reform Club where he pioneered steam and gas appliances in their kitchens, also invented sauces, drinks, pots, pans, kettles, and a "Magic Stove," as well as going to Ireland during the great famine to organise soup kitchens; and of whom, because of his catering under difficulties in the Crimea, Florence Nightingale wrote: "His death is a great disaster. Others have studied cooking for the purpose of gormandising, some for show, but none for the purpose of cooking large quantities of food in the most nutritious manner for great numbers of men."

Actually Soyer's first publication was in 1845, a year before the *Regenerator*, the *Delassements Culinaire — (Culinary Recreations)*, a slim brochure elaborately printed in blue, each page ornamented with a fancy border, which the critics termed an ingenious blend of poetry, pastry and politics.

Sauces were a Soyer speciality: in 1848 the first ones appeared priced half a crown, and the demand was so great that he could not cope with the immense quantities required, so he sold the recipes to his friends Mr. Crosse and Mr. Blackwell. Much of the success of his numerous business exploits was due to the chef's eye for publicity. He sent sauce-bottles for review to the newspapers, and got rave notices about their shape. "A most elegant specimen of art manufacture," declared the *Sun*, while others eulogised over his Relish, aromatic mustard and Sultanas Sauce, the latter subsequently advertised after his death by Crosse and Blackwell as "The Best In The World," good for digestion and indispensable for the dinner table.



19th century shop tile from Crosse and Blackwell, advertising Soyer's Sultanas Sauce. Photograph: Morley Ceramic Circle

His most erudite work was *The Pantropheon* or *A History of Food And Its Preparation In Ancient Times* published in 1853. "What cooks! What a table! What guests!" Two years later Soyer produced the contrasting *A Shilling Cookery for the People*, "to bring wholesome cheap food to the notice of the poor"—which sold over 100,000 copies in four months.

Now that there is a boom in collecting old cookery books, Soyer's works despite their large printings, are relatively scarce. Copies of *Soyer's Paper Bag Cookery* by Nicholas Soyer, the great man's grandson, presumably the offspring of his natural son Alexis Jr., can be bought quite modestly for a £1 or two, but the *Regenerator* fetches much bigger money. A copy turns up occasionally in the catalogues of cookery book specialist Janet Clarke, who has recently moved to 3 Woodside Cottages, Freshford, Bath. The massive *Pantrophcon* was reprinted last year by Paddington Press, full of impressive food lore, splendid value at £6.95.

A good source for culinary information generally is Abigail Books, acquired last year by bookseller Paul Minet who has put Ann Tribe in to run this side of the business. Mrs. Tribe issues a mail-order catalogue every few months with a special section on Mrs. Beeton, and also welcomes callers with a cup of coffee in her new domain in the basement at 30 Sackville Street, London, W.1.

Two other postal operations I know of are T. A. McKirdy's "Cooks Books," 161 Elm Grove, Brighton, Sussex (I bought Helen Morris' scholarly *Portrait Of A Chef—The Life Of Alexis Soyer*, 1938, from their last list), and D. S. Gunyon's "Books On Food And Drink" 49-51 High Street, Sandwich, Kent. Mr. R. E. H. Gunyon, in the wine trade until he retired six years ago, and who now helps his wife, a general second-hand bookseller for nearly 50 years, tells me that most of their lists are a sell-out, regular customers ringing up immediately so they can secure any plums there may be!

Essential for the serious collector are the cook book bibliographies. The Holland Press, 17 Little Chester Street, S.W.1, does reprints of Vicaire and Andre Simon's reference works, but as the company only issues them in limited editions which soon get snapped up, it is best to send a stamped addressed envelope for a leaflet to find out what is available. Bowker Publishing Co., P.O. Box 5, Epping, Essex, produces Marguerite Patten's *Books for Cooks* (£8.50), and Nancy and Dean Tudor's *Cooking For Entertaining* (£12) which lists reference and resource materials both English and American. The Gale Research Company, Book Tower, Detroit, Michigan, U.S., publishes *Oxford English Language Cookbooks*, Hazlitt's *Old Cookery Books*, and De Voe's *Market Assistant* as well as the indispensable Bitting's *Gastronomic Bibliography*.

Recent interesting publications which could become collector's items are Anne Willan's *Great Cooks And Their Recipes —From Taillevent to Escoffier*, £8.50, Michele Brown's *Food By Appointment, Royal Recipes Since 1066*, £5.95 (both from Elm Tree Books), BTA's *British Cookery*, £10.95, which describes our national eating characteristics from the Middle Ages to the 20th century, and Myrtle Allen's *The Ballymaloe Cookbook* (Agri-Books, £4.95), which includes snatches of Irish history and an introduction by Len Deighton himself a compulsive collector of cook books.

JUNE FIELD

ENTERTAINMENT GUIDE

CC—These theatres accept certain credit cards by telephone or at the box office

OPERA & BALLET

COLISEUM. Credit cards 01-240 5258. Reservations 01-836 3161. ENGLISH NATIONAL OPERA Today 2.30 & 7.30 and Thur. next 7.30 Orpheus in the Underworld. Tues. & Fri. next 7.30 Janacek's From the House of the Dead. Wed. next 7.30 Rigoletto. 104 Balcony seats always available day of perf. Now booking for Feb. perfs.

COVENT GARDEN. CC. 240 1066. (Gardencharge credit cards 836 6903) THE ROYAL BALLET Today 2 p.m., Weds. & Thurs. 7.30 p.m. Swan Lake. Mon. 7.30 p.m. The Sleeping Beauty. THE ROYAL OPERA Tonight & Tues. 7.30 Die Fledermaus. Fri. 7 p.m. La fanciulla del West. 65 Amphi' seats for all perfs. on sale from 10 a.m. on day of perf.

ROYAL FESTIVAL HALL. 928 3191. LONDON FESTIVAL BALLET Until Jan. 14. Evgs. 7.30. Mat. Sats. 3. THE NUTCRACKER Today matinee Nicol/McCombie. Tonight Evdokimova/Breuer.

SADLER'S WELLS THEATRE. Rosebery Ave., E.C.1. 837 1672. Until Feb. 18. D'OYLY CARTE OPERA in GILBERT & SULLIVAN Evs. 7.30. Mats. Weds. & Sats. 2.30. Until Wed. next THE MIKADO. Jan. 12-18 THE PIRATES OF PENZANCE.

THEATRES

ADELPHI THEATRE. CC. 01-836 7611. Evgs. 7.30. Mats. Thurs. 3.0. Sats. 4.0. "LONDON'S BEST NIGHT OUT. SPECTACLE, CAPTIVATING TUNES AND RACY COMEDY." S. People. IRENE THE MUSICAL MUSICAL. "SLICK, SUMPTUOUS — IRENE HAS EVERYTHING." Daily Express. INSTANT CONFIRMED CREDIT CARD BOOKINGS ON 01-836 7611.

ALBERY. 836 3878. Credit card bkgs. 836 3962 (ex. Sat.). Mon.-Fri. 7.45. Thurs. mats. 4.30. Sats. 4.30 & 8. A THOUSAND TIMES WELCOME IS LIONEL BART'S MIRACULOUS MUSICAL. Fin. Times. OLIVER! ROY HUDD'S Splendid performance." S. Tel. "Talented JOAN TURNER." D. Mail "Capital fun ... the show is a delight." D. Tel. OLIVER! RETURNS TRIUMPHANTLY ... CONSIDER YOURSELF LUCKY TO BE ABLE TO SEE IT AGAIN." D. Mir. NOW BOOKING THROUGH 1978

ALWYCH. 836 6404. Inf. 836 5332. ROYAL SHAKESPEARE COMPANY in repertoire. Today 2.00 & 7.30. Monday 7.30. THE COMEDY OF ERRORS (double award winner). "A joyful bazaar of comic invention." Times. With: A MIDSUMMER NIGHT'S DREAM (next perf. 10 Jan.). RSC also at THE WAREHOUSE (see under W) and at Piccadilly and Savoy Theatres.

AMBASSADORS. CC. 836 1171. Last perfs. today at 5.30 & 8.30. Hilarious Whodunit Musical SOMETHING'S AFOOT "Infusing the theatre with unalloyed joy. High octane hilarity. PERFECT FAMILY SHOW." S. Exp. "Enormous gaiety. I loved every daft minute of it." D. Mirror.

AMBASSADORS. 01-836 1171. Wed. next at 7.00 SIOBHAN McKENNA as Sarah Bernhardt in MEMOIR with Niall Buggy. Evs. 8. Mat. Tue. 3. Sat. 5.

APOLLO. 01-437 2663. Evgs. 8.00. Mats. Thurs. 3.00. Sat. 5.00 and 8.00. "DONALD SINDEN IS SUPERB" NoW. SHUT YOUR EYES AND THINK OF ENGLAND "WICKEDLY FUNNY." Times. "GREAT ENTERTAINMENT." NoW.

ARTS THEATRE. 01-836 2132. TOM STOPPARD'S DIRTY LINEN "Hilarious . . . see it." Sunday Times. Monday to Thursday at 8.30. Friday and Saturday at 7.00 and 9.15.

ASTORIA. Charing X Rd. 01-437 6239 or 01-437 5757 or 01-734 4291. Nearest Tube Tottenham Court Road. Mon.-Thurs. 8.00. Fri. and Sat. 6.00 and 8.45. "ELVIS" THE STAGE SPECTACULAR Tickets £1.50-£5.50. Instant Credit Card Res. Eat in our fully-licensed Restaurant or Buffet Bar lunch-time and before or after show—bookable in advance "ELVIS" "Infectious, appealing, foot-stamping and heart-thumping." Observer. "ELVIS" "I was absolutely caught up in it, carried along by it, reinvigorated by the sheer verve and spectacle of it." Sun. Tel. "ELVIS" "Staggeringly effective." Times. "ELVIS" "Performed with a verve rare in British musicals. The show literally had the audience dancing in the aisles. This 'Elvis' is marvellous." Sunday Express.

CAMBRIDGE THEATRE. 01-836 7040. Today 11.0 and 2.0. All seats £1.50 for 11.0 perf. Richard Goolden, Ian Talbot TOAD OF TOAD HALL

CAMBRIDGE. CC. 01-836 6056. Mon. to Thur. 8. Fri., Sat. 5.45, 8.30 IPI TOMBI "PULSATING MUSICAL." Evg. News. THIRD GREAT YEAR Seat prices £1.50 to £4.50. Dinner and top-price seat £7.75 inc.

COLLEGIATE. 01-437 9629. International Stars in Family Show THE MAGIC CIRCLE SHOW Jan. 2-7. 3.00 and 7.30. Book Now!

COMEDY. 01-930 2578. Evenings 8.0. Sats. 5.30 and 8.30. Mats. Thurs. 3.0. Winner of all 1975 Awards Best Play of the Year HYWELL BENNETT in Simon GRAY'S OTHERWISE ENGAGED Directed by Harold Pinter LAST WEEKS. Must end Jan. 21.

CRITERION. CC. 01-836 3216. Evenings 8. Sats. 5.30, 8.30. Thurs. 3.00. LESLIE PHILLIPS "Impeccable . . . a master." Sun. Times. in SEXTET "HILARIOUSLY FUNNY." N. of World.

DRURY LANE. 01-836 8108. Every night 8.00 sharp. Matinee Wed. and Sat. 3.00. A CHORUS LINE "VOTED BEST MUSICAL OF 1976."

DUCHESS. 836 8243. Mon. to Thur. Evgs. 8.0. Fri. and Sat. 6.15 and 9.0. OH! CALCUTTA! "The Nudity is Stunning." D. Telegraph. 8th SENSATIONAL YEAR

DUKE OF YORK'S. CC. 01-836 5122. Mon.-Sat. 8.00. Mats. Wed. 3.00 and Sat. 5.00. SIAN PHILLIPS PAUL DANEMAN in SPINE CHILLER Tickets from £1.00-£3.50. Instant Credit card Reservation. Dinner and Top-price Seat £7.30.

ELLE et LUI. CC. 01-437 2661. Walker's Court, Brewer Street, W.1. Twice Nightly 8.15 and 10.15. PAUL RAYMOND presents PENETRATION An erotic adventure in French pornography. "Good-looking men and women perform various permutations of the sexual act." Evening News. You may drink and smoke in the auditorium.

FORTUNE. 836 2238. Evgs. 8. Thur. 3. Sats. 5 and 8. Muriel Pavlow as MISS MARPLE in AGATHA CHRISTIE'S MURDER AT THE VICARAGE Third Great Year

GARRICK THEATRE. 01-836 4601. Evs 8.0. Wed. Mat. 3.0. Sat. 5.15 & 8.30 JILL MARTIN, JULIA SUTTON, DAVID FIRTH and ROBIN RAY in the "BRILLIANT MUSICAL ENTERTAINMENT." People. SIDE BY SIDE BY SONDHEIM "GO TWICE." Morley. Punch. "GO THREE TIMES." S. Barnes. NYT.

GLOBE. CC. 01-437 1592. Evenings 8.15. Sats. 6.0 and 8.40. Mat. Wed. 3.0. PAUL EDDINGTON, AMANDA BARRIE in the SECOND YEAR of DONKEY'S YEARS by MICHAEL FRAYN. THE BEST COMEDY OF THE YEAR.

GREENWICH THEATRE. 858 7755. Evgs. 7.30. Mat. Jan. 14 2.30. PINCH-ME-NOT. A new Comedy by Richard O'Keefe. "An excellent first play." Times. "A considerable achievement." D.T. TIPPITY FLIP FLOP GUMDROPS AND BOOTS. A Musical for young children. Ends Today, last perfs. 2.15 & 4.45.

HAYMARKET. 01-930 9832. Evgs. 7.45. Wed. 2.30. Sat. 4.30 & 8.15 CLAIRE BLOOM DANIEL MASSEY MICHAEL ALDRIDGE in ROSMERSHOLM DIRECTED BY CLIFFORD WILLIAMS. "A MURDER PLAY MORE EXCITING THAN ANY BY AGATHA CHRISTIE." J. Barber. D. Telegraph. FOR A LIMITED SEASON

HAYMARKET. 930 9832. Previews Jan. 24 (Charity) and Jan. 25. Opens Jan. 26 7.0. Subs. evgs. 8.0. Mat. Wed. 2.30. Sat 5.0 and 8.15. INGRID BERGMAN WENDY HILLER DEREK GODFREY DORIS HARE FRANCES CUKA in WATERS OF THE MOON by N. C. Hunter. NOW BOOKING.

HER MAJESTY'S. 01-930 6606. Evgs. 8.00. Wed. and Sat. 3.00 and 8.00. GLYNIS JOHNS LEE MONTAGUE, HELEN LINDSAY in TERENCE RATTIGAN'S CAUSE CELEBRE "RATTIGAN REVEALS HIS MASTERY." S.T. "A powerful drama." E.N. GLYNIS JOHNS plays brilliantly." D.T.

HER MAJESTY'S. 01-930 6606. Opening March 28 BRUCE FORSYTH in Leslie Bricusse & Anthony Newley's TRAVELLING MUSIC SHOW Previews from March 16.

KING'S ROAD THEATRE. 352 7488. Mon. to Thurs. 9.0. Fri., Sat. 7.30, 9.30. THE ROCKY HORROR SHOW NOW IN ITS 5th ROCKING YEAR

LONDON CASINO. 437 6877. Twice daily 2.15 and 7.30. Last 2 weeks. SUSANNAH YORK, RON MOODY PETER PAN "The best Christmas entertainment in town." Evening Standard.

LONDON PALLADIUM. CC. 437 7373. Evgs. 7.30. Mats. Weds. and Sats. 2.45. LIMITED SEASON TO FEB 25 ONLY TOMMY STEELE SALLY ANN HOWES and ANTHONY VALENTINE in The Fairy Tale Musical HANS ANDERSEN

LONDON PALLADIUM. CC. 01-437 7373. OPENING MAY 25 FOR A SUMMER SEASON THE TWO RONNIES BOOK NOW: Theatre and Agents.

LYRIC THEATRE. 01-437 3686. Evs. 8.0 Mats. Thurs. 3.0. Sats. 5.0 and 8.30. JOAN PLOWRIGHT COLIN BLAKELY and Patricia Hayes in FILUMENA by Eduardo de Filippo Directed by FRANCO ZEFFIRELLI "TOTAL TRIUMPH." Ev. News. "AN EVENT TO TREASURE." D. Mir. "MAY IT FILL THE LYRIC FOR A HUNDRED YEARS." Sunday Times.

MAYFAIR. 01-493 2031. Last perfs. today 10.30, 2.00 and 4.00. SOOTY'S CHRISTMAS SHOW

MAYFAIR. 01-629 3036. THE MAGIC MAN Marvellous Magical Musical "STUNNING TRICKS" Daily Telegraph. Mon.-Thurs. 8. Fri.-Sat. 6.15 and 8.30.

MERMAID. 248 7656. Rest. 248 2835. Evgs 8.00. Mats Mon Wed Fri. & Sat 5.00 DAVY JONES, MICKY DOLENZ in HARRY NEILSON'S THE POINT "a dozen delightful songs which linger in the memory." D. Express. Stall tickets £1.25, £3.50. Combined Dinner-Theatre ticket £5.95.

NEW LONDON, Drury Lane. 405 0072. International Spectacular with the magical ingredients of Theatre, Cabaret and Circus. SURPRISE, SURPRISE Until Jan. 15. Mon.-Fri. Sats. 2.0, 5.0 and 8.0. £1.50, £3.50 REDUCED PRICES FOR CHILDREN

NATIONAL THEATRE. 928 2252. OLIVIER (open stage): Today 2.30 & 7.30. Mon. 7.30 THE COUNTRY WIFE by William Wycherley. LYTTELTON (proscenium stage): Today 2.45 & 7.45 THE LADY FROM MAXIM'S by Feydeau trans. by John Mortimer. Mon. 7.45 State of Revolution. COTTESLOE (small auditorium): Today 11 a.m. Young People from local schools in BUT YOU'RE A WOMAN. Today 3 & 8 HALF-LIFE by Julian Mitchell. Mon. 8 Lavender Blue. Many excellent cheap seats all 3 theatres day of perf. Car park. Restaurant 928 2033. Credit card bkgs. 928 3052

OLD VIC. 928 7616. Christmas mats. for children. "Shrieks of delight." THE GINGERBREAD MAN is a hit." Daily Telegraph. "Splendid." The Times. "Lovely stuff." Daily Express. Today 2 p.m. and 5 p.m. Seats available. PROSPECT AT THE OLD VIC in repertoire Jan. 16-Mar. 25. HAMLET ALL FOR LOVE SAINT JOAN ANTONY & CLEOPATRA Bookings now open.

OPEN SPACE THEATRE. 01-387 6969. Tuesday-Sunday Evgs. at 8.30. CENSORED SCENES FROM KING KONG "Monstrously enjoyable." Times. MUST END SUNDAY

PALACE. 01-437 6834. Mon.-Thur 8.00 Fri., Sat. 6.00 and 8.40. JESUS CHRIST SUPERSTAR

PHOENIX. 01-836 8611. Evgs. 8.0 Mat. Wed. 3.0. Sat. perfs. 4.30 and 8.00. KEITH MICHELL PENELOPE KEITH NIGEL STOCK JUNE JAGO ROY DOTRICE in the Chichester Festival Theatre's production of THE APPLE CART by Bernard Shaw "Outstanding revival of buoyant Shaw." Daily Telegraph. Directed by PATRICK GARLAND. LIMITED SEASON

PICCADILLY. 437 4506. Credit card bkg. 836 3962 (ex. Sat.) Mon. to Fri. 8.00. Sat. 5.15, 8.30. Wed. 3.0. ROYAL SHAKESPEARE COMPANY in RAUCOUSLY FUNNY 18th-century comedy WILD OATS "Enough fun to please entire families. Rare and welcome thing." Times. "PURE GOLD." Sun. Times. Wild Oats Season finishes Jan. 28. Peter Nichols' Award Winning Comedy Privates on Parade perfs. here from Feb. 2.

PRINCE OF WALES. CC. 01-930 8681. Mon. to Fri. 8. Sats. 5.30 and 8.45. Mats. Thursday at 3.0. "THE STAGE IS AGLOW." Daily Telegraph. RICHARD BECKINSALE in I LOVE MY WIFE "HILARIOUS COMEDY MUSICAL." Sun. Directed by Gene Saks with "Bountiful invention and wit." Financial Times. INSTANT CONFIRMED CREDIT CARD BOOKINGS ON 01-930 0846.

QUEEN'S THEATRE. 01-734 1166. Evgs. 8.0. Sat. 5.0. 8.30. Mat. Wed. 3. ALEC GUINNESS in THE OLD COUNTRY A New Play by ALAN BENNETT Directed by CLIFFORD WILLIAMS BEST PLAY OF THE YEAR Plays and Players London critics award. "One of the most notable theatrical events in this country for a good many years." B. Levin. Sunday Times.

RAYMOND REVUEBAR. CC. 01-734 1593. At 7 p.m., 9 p.m., 11 p.m. (open Suns.). PAUL RAYMOND presents THE FESTIVAL OF EROTICA Fully AIR CONDITIONED. You may drink and smoke in the auditorium.

REGENT. CC. 01-637 9862-3. M., T., W. and F. 8.00. Thurs. and Sat. 6.15 and 8.45. SEXUAL PERVERSITY IN CHICAGO AND DUCK VARIATIONS by David Mamet. The talk is dirty, the people are nice . . . You will have a good time. NYDly News "Talented eroticism." Daily Tel. Student Stand-by Tickets available after 7.30 p.m. £1.00.

ROUND HOUSE. 267 2564. Evgs. 8. ACTORS COMPANY in THE IMPORTANCE OF BEING EARNEST by Oscar Wilde. "I laughed almost without stopping." Financial Times.

ROYAL COURT. 730 1745. Last perfs. tonight and tomorrow, 3 & 8. 7:84 Scotland in TREMBLING GIANT by John McGrath. See also Theatre Upstairs.

ROYALTY. CC. 01-405 8004. Monday-Thursday Evenings 8.0. Friday 5.30 and 8.45. Saturday 3.0 and 8.0. London's critics vote BUBBLING BROWN SUGAR Best musical of 1977.

SAVOY. CC. 01-836 8888. Evenings 8.00. Mats. Thurs. 3.00. Sat. 5.00, 8.30. ROYAL SHAKESPEARE COMPANY RICHARD PASCO, SUSAN HAMPSHIRE, NICKY HENSON, JAMES COSSINS in Bernard Shaw's MAN AND SUPERMAN. Directed by CLIFFORD WILLIAMS. "... sat in a cloud of joy from beginning to end." S. Times. RSC also at Aldwych and Piccadilly Theatres. Credit Card bookings accepted.

SHAFTESBURY THEATRE. 01-836 6596-7 Evs. 8.00. Mat. Thurs. 2.30. Sat. 5.00 and 8.00. TICKETS £1.50-£4.00. PAUL JONES A NEW 16th-CENTURY ROCK MUSICAL DRAKE'S DREAM "Many Merry Refrains." Evening News. "Bouncing Vigour." Evening Standard. "Spectacular Presentation." Stage. Dinner and Top Price seat £7.75. Instant Credit Card Reservations.

SHAW. 01-388 1394. Last 2 Perfs. Today 2.30 and 5.00. A RIGHT CHRISTMAS CAPER A new children's play by WILLIS HALL. "Magic from start to glittering finish." F.T. Cheap prices. Easy parking.

STRAND. 01-836 2660. Evenings 8.00. Mat. Thurs. 3.00. Saturdays 5.30 and 8.30. NO SEX PLEASE WE'RE BRITISH THE WORLD'S GREATEST LAUGHTER MAKER.

ST. MARTIN'S. CC. 836 1443. Evgs. 8.00. Mat. Tues. 2.45. Saturdays 5 and 8. AGATHA CHRISTIE'S THE MOUSETRAP WORLD'S LONGEST-EVER RUN. 26th YEAR.

TALK OF THE TOWN. CC. 734 5051. 8.15. Dining-Dancing 9.30 Super Revue RAZZLE DAZZLE and at 11 p.m. BUDDY GRECO

TH. UPSTAIRS. 730 2554. Last perfs. ton't. & tomor. 7.30. David Suchet in THE KREUTZER SONATA by Leo Tolstoy.

VAUDEVILLE. 836 9988. Evs. at 8. Mats. Tues. 2.45. Sats. 5 and 8. Dinah Sheridan, Dulcie Gray, Eleanor Summerfield, James Grout A MURDER IS ANNOUNCED THE NEWEST WHODUNNIT by AGATHA CHRISTIE "Re-enter Agatha with another whodunnit hit . . . Agatha Christie is stalking the West End yet again with another of her fiendishly ingenious murder mysteries." Felix Barker. Ev. News.

VICTORIA PALACE. 01-834 1317. Twice Daily at 2.30 and 7.30. BASIL BRUSH'S NEW REVUE BOOM! BOOM! BERT WEEDON BOBBY CRUSH AND STAR CO. "A true family show." D. Tel.

WAREHOUSE. Donmar Theatre. 836 6808. Royal Shakespeare Company. Ton't. 8.00. Barrie Keeffe's FROZEN ASSETS (not suitable for children). Premiere Prod. All seats £1.50. Adv. bkgs. Aldwych.

WESTMINSTER. 834 0283. Mon.-Thur. 3. Friday and Saturday 3.00 and 6.00. RUPERT'S CHRISTMAS ADVENTURE The Family Musical. "It's a hit." F.T.

WEMBLEY EMPIRE POOL until Feb. 25. LAVISH ICE PANTOMIME HUMPTY DUMPTY "Sheer sparkling spectacle." D. Tel. Mon. to Fri. 7.45. Mats. Weds., Thurs. at 3. Sats. at 2, 5 & 8. Chldn. & Senior Cits. half price except Sat. 2 & 5. Pay at doors. Enquiries 902 1234. Spacious car park.

WINDMILL THEATRE. CC. 437 6312. Twice Nightly at 8.00 and 10.00. OPEN SUNDAYS 6.00 AND 8.00. PAUL RAYMOND presents RIP OFF THE EROTIC EXPERIENCE OF THE MODERN ERA "Takes to unprecedented limits what is permissible on our stages." Evg. News. You may smoke and drink in the auditorium.

THE ENTERTAINMENT GUIDE IS CONTINUED ON PAGE 20

Property

The English country house

BY JUNE FIELD

Are we copying the American and changing our houses just as we change our cars? George Judd, one of the senior partners in Strutt and Parker, thinks that we are, particularly in the higher bracket. "The old conception of the family house occupied by successive generations is fast disappearing. The children leave home, the house becomes too large so it is sold, and the parents move into a cottage."

A sad reflection, but even so Mr. Judd feels that the English country house (the well-proportioned dwelling with a good-sized garden rather than the larger stately home or historic house), still has an important part to play in a property-owning democracy. "It is more than a home—it is a way of life." Who, then, are the new generation of country house owners? "The successful politician or businessman who wants to move out of town and into the country," declares Mr. Judd, while admitting that when anyone takes on a larger house they may be forced to accept lower standards of housekeeping. He considers that it is not the size of the house but the number of people who live in it which makes the housework, although I don't know if I can agree with the sentiment that it is easier to clean a large house than a small one!

As far as the outdoors is concerned, gardens on the grand scale are fairly rare, with herbaceous borders and rose walks that need constant attention very often a thing of the past; in these days of do-it-yourself gardening, it appears that we are reverting to the 18th-century wild garden, of the kind referred to by Lady Catherine de Bourgh when visiting the Bennets in Pride and Prejudice: "... there seemed to be a prettyish kind of a little wilderness on one side of your lawn."

Most of the country houses on agents' books this year have eventually found a buyer, even those "chestnuts" which have been on the market for some time, principally to those with their own funding arrangements. Some of course have gone to foreign buyers, anxious to take advantage of Henry James' commendation that "of all the great things the English have invented . . . the most perfect, the most characteristic . . . is the well-appointed, well administered well-filled country house."

Bernard Thorpe have sold several houses with land to Dutch purchasers, and Savill's report that Norfolk is popular with Dutch and other foreign buyers as they can commute with ease to Amsterdam and thus the continent from Norwich airport. Although they are finding that English purchasers are re-surfacing, they are much more fussy than they used to be. "Location is important, and the houses where the amenities are spoilt by roads, airports or other intrusions upon privacy, take much longer to sell, and usually have to be reduced in price." They have a suggestion for dealing with "gazumping" that price-raising practice of the boom days which has reared its ugly head again now that there is a shortage of the right thing.

"One solution is 'best offers' by an appointed day, or else put the property to auction. It is a pity that auctions are not resorted to more nowadays, since they provide a lot of the character, excitement and competition which has been traditionally part of the residential property market, and now that there is more strength in the country house sales field, it is hoped that auctions will once again become fashionable."

In spite of the agents' constant cry that they are so short of property, there is a fair selection of country houses still for sale in desirable areas. They currently include:

Bedfordshire: Ampthill, with hunting with the Oakley and the Vale of Aylesbury, golf at Beadlow Manor and Bedford and County courses, is commuter country too, with its one-hour train journey to St. Pancras. Dynevor House is an important early Georgian house listed Grade II with a star. Although it is near the eastern edge of this old market town, it is on a corner of Church Street and Rectory Lane, which is a cul-de-sac, and once you are in the 1½-acre garden with its ornamental rock pools and lawn with spreading chestnut trees, you could well be in the heard of the country. Five bedrooms, 3 bathrooms, and a separate s.c. flat, £70,000. (Strutt and Parker, 13, Hill Street, London, W.1, and Johnsons, Netherfield Centre, Milton Keynes, Bucks.)

Buckinghamshire: Little Missenden is popular commuter country too, being 30 miles from London. (Great Missenden 45 minutes to Marylebone, nearby Amersham 40 minutes to Baker Street, or just under an hour to Moorgate). Trout Hollow is a 4-bed, 2-bath Georgian house on a quiet lane which connects with the A413 Amersham to Aylesbury Road, in 2-acres, with a heated swimming-pool, a lake stocked with fish bordered by the River Misbourne, and a terrace said to have been laid out by Lutyens. £65,000. John D. Wood, 23, Berkeley Square, London, W.1.

Cheshire: Meg Lane End, Higher Sutton, near Macclesfield, is a 5-bed, 2-bath 18th-century house with superb views over the Peak District National Park, about 850 feet above sea level. Trains take 2¼ hours to Euston, and the M6 motorway is at Sandbach about 15 miles away. In 6¼ acres with a paddock, and cottage, £70,000. (Strutt and Parker, 13, Hill Street, W.1.)

Essex: Henham, near Stanstead, five miles from Bishops Stortford, and Liverpool Street 52 minutes. The 6-bed, 2-bath Glebe House is of 16th century origin re-fronted in the late Georgian period, situated in a conservation area. In 1½- acres with heated swimming-pool. £67,500. (Savills, 20 Grosvenor Hill, W.1.)

Lincolnshire and Leicestershire: Sedgebrook Manor, Grantham (5 beds, 4 bathrooms), is on the borders of Leicester and Nottingham. 95 minutes from King's Cross. The Belvoir Hunt meets regularly in the area and has a meet on the lawn of the manor which has a history dating back to 1240. There are good shoots in the surrounding countryside, with racing and golf nearby. The manor is in 15 acres with 3 paddocks and 7 loose boxes. £100,000. (Savills.)

In the delightful village of West Deeping, South Lincolnshire, not far from Peter Scott's Peakbird Sanctuary, is St. Andrew's Lodge, a former vicarage built by E. P. Loftus Brock around 1869. There are five bedrooms, a s.c. flat, two stables and a wild water garden as well as a formal rose garden. Strutt and Parker, Spitalgate House, 12 London Road, Grantham, together with Vergettes of Peterborough, are looking for offers in the region of £45,000. The Old Rectory, Market Overton, near Oakham, Rutland, has 6 bedrooms, 3 bathrooms, a staff flat heated swimming pool and hard tennis court, for £60,000 (Strutt and Parker). Another old rectory near Grantham, also in the Belvoir Hunt country, with paddocks, stables and a swimming pool, is on offer at £45,000 with three acres, and nearer £80,000 with 23 acres. (Through Strutt and Parker's Grantham office, which has a good selection of country houses from £35,000 upwards.)

Sedgebrook Manor, Grantham, where the Belvoir Hunt meets on the lawn. The manor is in 15 acres with 3 paddocks and 7 looseboxes, £100,000, Savills London office.

Chess

THE LATE Dr. Tartakover, a noted chessboard wit, was once asked by an admirer how he had come to lose five games in succession. "It's quite simple," was the reply.

"In the first game, I had a terrible headache; in the second, there was so much noise in the tournament hall I couldn't concentrate; before the third, I was served a badly cooked fish course in the hotel; in the fourth, my opponent had a hacking cough which put me off my game—and as for the fifth, well, you can't expect me to win every time!"

A more sophisticated version of this story seems at the root of the strange goings-on at the Korchnoi-Spassky match in Belgrade, with its interminable arguments over the presence of special boxes and demonstration boards for the players, and hints of magic rays directed at Korchnoi by KGB agents in the audience.

The extraordinary course of the match has clearly created an atmosphere of great nervous tension. Korchnoi was five up after ten games, an almost unprecedented lead in a match of this class; while to find a parallel to the swing back to Spassky, who won four games in succession, one has to go back to Alekhine v Euwe in 1935 (when Alekhine took matters too lightly and started drinking), and to the oscillations of Steinitz v Zukertort in 1886.

Neither the players nor the organisers can escape criticism for the events in Belgrade. The organisers' idea of giving each player a box at the edge of the stage with a personal demonstration board was a foolish innovation, made worse by the fact that at the start the box for each player was behind his opponent's back.

During the tenth game, Spassky started to desert the normal chessboard for the demonstration board, emerging only to appear from behind Korchnoi's back to make his move.

Given the desperate state of the match, this could be explained only as an attempt to change the normal behaviour patterns. It would perhaps be too strong to call it a deliberate attempt at psyching the opponent; during the Fischer match in 1972 Spassky also often preferred to study the position on the demonstration board.

But the extent of his doing so, given the disturbance to Korchnoi was a questionable act, morally and perhaps legally a breach of Article 19.1 of the Laws of Chess. The official English version, published by Pitman, states that "whilst play is in progress players are forbidden . . . . to analyse the game on another chessboard."

Upset by the interruption to his course of victories, Korchnoi over-reacted; while the always excitable crowds at chess events in Belgrade became even noisier than usual. Korchnoi's protests, that the spectators should be further away from the players and that Spassky should be in view rather than behind his back, were justifiable.

But made to the accompaniment of vague hints of KGB agents carrying secret rays, of demands to exclude all spectators and of threats to abandon the match and seek a new country to stage it in mid-contest, they were carried to extremes which could only heighten the tension.

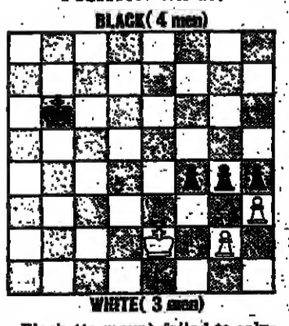
After all the hullabaloo, Spassky is now clearly back with a chance of saving the match. But a sober assessment must be that both have shown weaknesses on and off the board which increase Anatoly Karpov's chances of beating the winner with some ease this year.

In my view, the chess contest which really matters for the future of the game is not the one in Belgrade but next Wednesday's replay of the BBC2 £5,000 Master Game series. Tony Miles drew in this week's game by brilliant defence, thus avoiding defeat for the first time in an individual encounter with Karpov. A good performance in the replay (BBC2, January 11, 9 p.m.) will imply that Britain has a real contender for the chess throne in 1981.

LEONARD BARDEN

POSITION No. 197

BLACK (4 men)

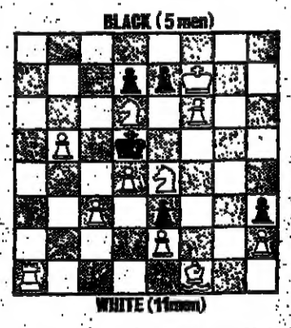


WHITE (3 men)

Black (to move) failed to solve this puzzle when it occurred in a Russian tournament game. Black can choose between (a) PxP (b) P-N6 and (c) P-B6 ch: which is right and why?

PROBLEM No. 197

BLACK (5 men)



WHITE (11 men)

White mates in three moves at latest, against any defence (by F. Giegold).

Solutions, Page 2

Bridge

THE HARPER and Queens/Philip Morris Tournament, which was held over the holidays at the Europa Hotel, was once more a great success. I have chosen two deals from one of the Pairs events, which I found interesting. Let us look first at this:

N.
♠K 9 8 4
♡—
♢K J 10 9 8 6 4
♣4 3

W.
♠7 5 3 2
♡9 8 4 2
♢Q
♣J 9 6 2

E.
♠A 6
♡A Q J 7 5 3
♢7 5 3
♣K Q

S.
♠Q J 10
♡K 10 6
♢A 2
♣A 10 8 7 5

North dealt at game to North-South, and East opened the bidding with one heart, South doubled, and West raised to two hearts. North now made a sputnik double, East bid three hearts, South said four clubs, and North said four diamonds. Now, assuming that North must have spades, South bid four spades, which ended the bizarre auction. Five diamonds is, as you can see, cold.

Against the spade contract West led the heart nine, and the declarer wisely discarded a club from the table, allowing the Ace to win. The King of clubs, which came next, was won by the Ace, and the declarer now cashed the diamond Ace, dropping West's Queen, and switched to the Knave of spades. West followed with the two, and East won with the Ace.

At this stage East can see that five diamonds is cold and that four spades is also a make if South has a four-card trump suit. The only hope of defeating the contract is to return the Queen of clubs and force a trump from dummy. East, however, did not give sufficient thought to the position and led a diamond for West to ruff. This ruined the defence, and 620 for four spades as against 600 for five diamonds did not swell East-West's total of match points.

The next example illustrates the tactics peculiar to match-pointed events:

N.
♠3 2
♡A J 9
♢8 2
♣K Q J 10 9 8

W.
♠J 8 7 5
♡K 10 3
♢Q J 9 3
♣A 7

E.
♠Q 10 9 4
♡8 7 4
♢K 7 4
♣6 5 2

S.
♠A K 6
♡Q 6 5 2
♢A 10 6 5
♣4 3

With North-South vulnerable South dealt and said one heart, the only opening to avoid rebid problems, North responded with two clubs, and South rebid two diamonds. North now gave jump preference with three hearts, and South said three no trumps, which became the final contract.

In spite of South's diamond rebid West led the diamond Queen, which was allowed to win, and followed with the three to the King and Ace. Clubs were at once attacked, and West had to win the second round. Forced to switch, West now led the five of spades, and East's Queen was taken by the Ace.

Now at rubber bridge the declarer would simply run for home with his nine tricks, but at match point scoring this is not good enough. It is clear that three no trumps is a "popular" contract and that no one is going to have any difficulty in fulfilling it.

Therefore, the only hope of obtaining a good score is to risk the contract for overtricks. That is to say, the heart finesse must be attempted. If it is wrong and the contract is defeated the declarer will not suffer unduly, because all the other experienced competitors will be taking the same finesse and going down as well.

So at the sixth trick South leads the heart Queen, West covers with the King, and the Ace wins. Now the clubs are run off, and at the eleventh trick a spade to South's King squeezes West, and the declarer makes two overtricks.

E. P. C. COTTER

Boats

FINANCIAL TIMES REPORT

New rush to the water

BY STUART ALEXANDER

WESTERLY MARINE sold 84 boats at the Southampton Boat Show in September last, a good enough result by any standards, especially when compared with the much larger London Boat Show of a year ago at which the same company sold about five more.

But more significant was the fact that all of those 84 were sold direct to U.K. buyers. It seems that the autumn of 1977 marked the end of the great famine in home boat sales and may have signalled a revival which will continue all the way through 1978. This year's London Boat Show, which opened two days ago at Earls Court, therefore takes on new significance.

The decade of uncertainty for the U.K. boat industry in the 1970s has taken another lurch which will require those companies which have proper marketing departments to move both rapidly and cleverly in a bid to make boats available to a resurgent home market. At the same time they must continue to nurture those export markets so hard won over the last five years but currently also going through a lean patch.

One spin-off for the potential buyer walking round the stands at the show will be the willingness of some of the smaller builders to snatch eagerly at the opportunity for a good year. That will mean more discounting, a promise of delivery "in time for the season" and the inevitable stretching of that wait for an unlucky few.

But with interest rates down, prices rising at about 1.5 per cent. a month, salaries and wages higher and the prospects of a boost in property prices around the corner, the continuing flight from capital is likely to lead a good few to pluck up courage and buy.

The higher cost of sails and most initial equipment—with the exception of some engines where a fierce battle is breaking out in the U.K.—coupled with higher wages in the boatyards are sure to work their way through quickly, while any rise in the cost of oil will be reflected in increased resin costs.

However, there remains the one great dilemma of the U.K. boat industry, which all thought would be resolved over the past few years. That is that in times of poor sales the big yards have to struggle to maintain profit margins, while some smaller yards go into hibernation, and the whole industry has a generally poor time.

Then, when life improves, the myriad of small boatbuilders re-emerges, ready to undercut the big producers. It only takes two men, a bandsaw and a willing dog to set up a boatyard and with each sale a highly individual matter—as opposed to the bulk orders placed by major overseas agents — the market is quickly fragmented.

Advantage

In the past three years the major producers of both boats and equipment have looked to sales overseas to carry them over the lean times at home. The latter began with the hefty drop in the stock market, were made worse by the imposition of 25 per cent. VAT—now thankfully reduced to 12.5 per cent. but still a bone of contention—and then compounded by a falling pound and a severe incomes policy.

Now the overseas producers have responded to the competition from Britain. They are able to take advantage of the strengthening pound and strengthening market while, in the case of the Swedes, they have a very large number of boats ready and available for delivery at prices which are falling into line again with the competition.

Meanwhile there will be the usual crop of new designs and products at Earls Court with a heavy leavening of boats that we have seen many times before.

Theme of this year's show will be Scotland, with the Scottish Development Agency, the Highlands and Islands Development Board, the Scottish Tourist Board and the Strathclyde Regional Council joining forces to sell Scotland as both a holiday and cruising centre and a region for industrial investment.

The show is still the best vehicle for sales over the whole year, although there are increasing rumblings about the timing. Southampton has become very popular, coming as it does at the end of the summer, but it is vulnerable to the vagaries of the weather. So far the latter has been kind.

There are those in the industry who would like to see instead a major European show at that time in the Amsterdam, Dusseldorf, Hamburg triangle as well as a major show in the U.K. But London is still a good place to launch new products, especially ancillary equipment.

Although specifications for original equipment have become more sophisticated in the 1970s, many boats are still sold with the bare minimum, sometimes because the manufacturer has always done it that way in order to keep the basic price attractive, sometimes because customers prefer to finish off the boat themselves either with equipment of their own choice, or with equipment they already own. Many boats are available in all stages of construction from the hull and deck upwards for the owner to finish off him- or herself.

But the show is not just about boats. Engines and radios, bilge pumps and oilskins are all on display to entice the existing or potential owner. More and more people are now fitting ship-to-shore radios and Guy Dixon of Electronic Laboratories, which produces the Seavoice range, reports that these are now being installed in boats anything from 15 feet-long upwards.

Another feature of this year's show will be Dinghyland, which has been given a space of its own for the first time this year. The idea is to attract more people into buying dinghies for the first time following a serious drop in sales of this kind of boat.

Although the dinghy racing fraternity is still as dedicated as ever, very few people are now buying this type of boat for pleasure sailing. Once again the slump came at the time of 25 per cent. VAT. Since then manufacturing costs have risen steeply until it is now quite common to pay about £1,000 for a dinghy. This has put a lot of people off — bearing in mind that there will be the additional costs of a trailer, travelling and insurance — so the industry has become worried at the lack of new people taking to the water in their own boats who could be expected to provide the cruising boat buyers of a few years time.

This is also one of the reasons why the average size of cruising boat being sold in the last three years has steadily gone up until it is now about 30 foot. Many buyers are now on their second, third or even fourth boats, a process which has been helped by the strong market in second-hand boats among buyers from mainland Europe.

This in turn has led to increased competition among yacht brokers, who have recognised a lucrative market at a time when their traditional hunting ground in the U.K. has been rather thin. The brokerage system, whereby the yacht is sold by an agent on the owner's behalf and a commission paid of about 8 per cent., works well on most occasions, but it is important to ensure that the broker is a reputable one.

If you do not want to buy a boat, but think you would enjoy a holiday afloat, then the show also offers many opportunities to charter or hire the craft of your dreams. Most of these holidays are very straightforward and are operated by large or well-established companies.

A general view of the Boat Show.

Favourite

The Norfolk Broads have been a favourite boating area for many years, with the canals of England and Scotland and their longboats more recently coming into popular favour. The Solent and Western Isles of Scotland also have large numbers of mainly sailing boats for charter which as well as being more expensive need more expertise to sail them. To these have been added the canal boats of France, which offer safety and overseas cruising, and the fleets of the Greek Islands and, more recently, the Adriatic.

Those who really feel like splashing out should talk to Camper and Nicholson, David Halsey or Castlemain. But luxury yachts are a mighty expensive business and the daily rate, exclusive of fuel and food, for that superb 98 foot ketch in Monte is probably enough to make your hair turn grey and your bank manager reel backwards in a dead faint.

Most of the show will be for ordinary buyers who can see now the opportunity to buy, whereas two or three years a the prospect was very bleak.

With any luck at all t industry should be moving ba into prosperity for t remainder of the decade. T possibility of a general electi in 1978 preceded by some t cuts and more relaxation on p are all boosts to confidenc which should be translated in more signatures on the botto of cheques.

Just one word of warnin When buying a boat rememb you have to put it somewhe The appearance of six tons glass fibre, however, beautiful moulded, in your front gard is likely to upset your wife a neighbours and enrage t council.

Moorings are again looking little scarce in certain are although with the Bright Marina now open for busine and offering about 2,000 berl on both long and short-term le the position could be eas slightly.

It is best, however, to ma sure you have somewhere put your pride and joy befo you buy it rather than aft There is already a need for extra marina in the Solent a waiting lists are long for pu lic moorings. Marinas a charging £14-plus per foot p annum plus, of course, VA and other charges. Even th you may not be lucky. A with boats, from the minute y own one you need all the lu you can get.

Growth of cruising

BY ROY HODSON

WHILE RACING gives yachting that spice of excitement it is to family cruising that the boat-builders and the marine equipment manufacturers are looking for volume business.

One current trend is for a boat-building company to hit the headlines with a fast boat, often as not crewed by a "works team," and to follow up that advantage without delay by producing a de-tuned version which is suitable and practical for family sailing.

Meanwhile, by far the biggest proportion of boat-builders both at home and overseas are content to rely almost entirely upon the cruising market. A good example of a go-ahead company's approach to the yacht market is provided by Westerly Marine of Waterlooville. Having built a solid reputation internationally with an imaginative range of cruising yachts Westerly experimented by adding a racing design, the GK24, to its range.

Pleased with the results, the company is going into production this month with a half-tonner racer, the GK29. It is likely that more builders will follow this path by including one or more interesting racing boats within a series of compatible cruising designs.

The day of the true cruiser-racer design is over, at least under the present international rule for rating yachts. It is necessary for the prospective buyer to decide whether he wants a racing boat which has strictly limited potential for cruising purposes, or a cruising boat which can never be seriously raced.

The growth of cruising both offshore and on inland waterways has been the most important single factor influencing the boat industry internationally during the past ten years. Looking ahead, perceptive manufacturers are doing their best to discern what new factors will influence that trend.

Ownership

Clearly the growth in boat ownership in the more sophisticated markets—Europe, North America, Australia—will not continue at anything like recent rates. There are already signs of market saturation. Price resistance is to be expected also as the cost of glass reinforced plastic boats (now the almost universal material) continues to rise owing to the high cost of materials and the labour intensive nature of production.

Manufacturers foresee a growing replacement market for boats. Once bitten by the boating bug families tend to keep a boat in the family. It is also true that when changing boats people almost always buy something bigger. But that will be a discriminating market of people who are already experienced sailors. Only the best and most competitive products can expect to survive.

Those manufacturers offering reasonably comprehensive product ranges of sailing yachts and power boats expect to benefit from this trend at the expense of the more limited producers. Nevertheless there will always be a ready market for the well-made special design from the board of a good designer and built by craftsmen.

One casualty of the growth in family cruising as a week-end and summer holidays activity is the sport of dinghy sailing. Ever since the post-war boom in dinghy sailing it has been axiomatic to a generation of sailors that a sound apprenticeship in sailing starts with crewing and later owning a dinghy. But now many aspirant sailors begin with cruising boats or week-end racing "round the buoys" and never sample the dubious pleasures of sailing in boats that can capsize.

Habit

Acknowledgement that the dinghy sector of sailing is shrinking has come recently from the dinghy sailor's traditional friend Yachts and Yachting. A survey conducted by the magazine shows that entries are down for the majority of dinghy racing events.

But the healthy development of the cruising habit must depend upon their being somewhere to sail to. Already this has become a problem in favoured parts of the Mediterranean where people are sometimes reluctant to abandon a marina berth because they may not find equally good facilities —water, electricity and even telephone facilities to each berth—at the next marina down the coast. Even worse, they might not be able to get a berth at all and might have to get their anchors wet.

In British and European waters the circulation of boats is rather healthier and it is rare to be refused a place in a harbour or a marina. Nevertheless over-crowding is being experienced in some places. As fast as the authorities of the Bailiwick of Guernsey build new berthing facilities at St. Peter Port, for instance, more British and French yachts arrive to fill them. It is good business for the island but disconcerting to the cruising family looking for a quite island stay to "get away from it all."

The continued growth of cruising will depend to a considerable extent upon new investment in port facilities. Not every seaside town can aspire to facilities on the scale of the new Brighton marina. Nor are such lavish facilities needed at frequent points along coasts. In many cases it will suffice to improve the layout of moorings and anchoring berths in rivers, estuaries and harbours — and manage them efficiently with consideration to all water-users: sailors, fishermen, naturalists and commercial users. A model of the new approach is provided by the Chichester Harbour Conservancy which, with the minimum of fuss, has managed to make improvements in that big natural harbour for almost all interests.

The equipment makers are doing their best to cut down the risks in offshore sailing by families. Safety equipment, navigation equipment and radio facilities are now improving very rapidly and offer much better safety factors for inexperienced sailors than were available only a few years ago.

The GPO and the other European authorities responsible for radio have put considerable funds into expanding the VHF radio-telephone network for marine use. This is probably the biggest single new factor for cutting down loss of life at sea. Sets are reasonably priced and are expected to become cheaper because of keen international competition for what is a world-wide market.

Finally, new generation equipment for yachtsmen to find their position at sea by radio-beacons is now starting to appear on the market. It will make life easier for experienced navigators and, it is hoped, should help some tyros avoid getting lost.

Boats

Era of the gadget

BY STUART ALEXANDER

SOONER have you bought boat than you find yourself fronted with a glittering ay of extras, most of which of course absolutely essen- and every one of which is that bit more expensive n you ever thought it could plus VAT.

Every boat show uncovers a w more and every year owners wingly add gadgets and bright s to otherwise very average alls, causing their wives to tear eir hair and chandlers to rub eir hands in delight.

There is also every year a tch of new models on display, tensibly to "fill a gap in the arket" but also to help per- ade existing owners to trade another step and spend a few ousand in the process.

Among the bigger boats ppearing in the Solent om the end of March will the production two-tonner om Swan designed by Ron olland and campaigned in its iginal version as Imp as rt of the U.S. Admiral's up team in 1977. The at caught everybody's eye, t just for its colour scheme of uid-shades of green, but for pretty lines and consistently od performance.

There will also be quite a bit emphasis on half-tonners as ritain is host to the World hampionship at Poole this year. ready it is being predicted at there will be more half- nners in the racing fleets than the other boats put to- ther. Although that may ove to be an exaggeration it ems certain that a very fierce ttle will have to be fought en to get into the final trials r the British team.

As well as the usual clutch one-off hopefuls, Camper and icholson, Westerly, Shamrock, terson, and the half-ton Con- ntion are all in full produc- on, and as well as being avail- le to the out-and-out racing an have considerably widened the choice for the cruising man too.

Besides its GK29 half-tonner to complement the GK24 ¾-tonner, Westerly also introduces the 21, a small family cruiser, a 33-foot cruiser and a 35-ft cruiser. It has also taken a factory at Poole to produce the J24, an American boat which has been selling well in the States. Westerly has the sole agency to build and market the boat in Britain, Europe and the Mediterranean littoral and is hoping for successes over here to equal the boat's home country.

Another smaller boat now available is the Stuart 26, a cruiser racer from the same stable as the Stuart 27. This is being sold through Coral Marine, part of the J. Coral leisure division. The company already produces sports fishing boats which it took over when buying the marina at Newhaven.

Bargain

At present Coral is not expecting to expand its manufacturing interests all that much. It is taking a gentle look at the possibility of any new marina projects and is in the meantime concentrating on building up the brokerage side of its business. It has opened a branch at Plymouth recently and hopes to open more soon. Its 26-foot boat falls within a very competitive section of the market, but the company hopes to sell about 25 this year.

One area where a visitor to Earl's Court should be able to look for a keen bargain is in the engine department. Following the oil shortage and price rise coupled with the 25 per cent. VAT on the hull, sales of power boats dropped very sharply and with them the sale of engines. These have stayed low yet the manufacturers have been hotting up their sales organisations in Britain.

This is partly because they see great possibilities for a revival, and partly because the competition is getting stiffer as the Japanese move into yet another section of the motor market. There will be new small diesels on the market this year to rival the popular Petter mini-twin, notably from Yamaha, while outboards are likely to be the source of cut-throat competition.

This can only be good for customers, who are likely to be offered good discounts for firm orders. It is not so good for British industry, which has fallen behind its European, American and Japanese rivals in the range of products it can offer and the market penetration it can achieve.

Of course there is always the good old Seagull, which has both charmed and infuriated its owners over the years. The design has remained virtually unchanged since its introduction in 1925, with the exception of a recoil starter. Now the company is hoping to improve its marketing, but the only major concession so far is to offer dealers seven days credit instead of making them pay cash in advance.

But if the world of British Seagull is solidly traditional the advances being made in the electronics field are equally as impressive in the way of being revolutionary.

While every yachtsman has some time or other had to turn to his faithful Seafix when other more sophisticated equipment has gone wrong, the company that makes it has been steadily expanding its range of products to meet a market that is becoming more and more safety-conscious on the one hand and familiar with electronic gadgetry on the other.

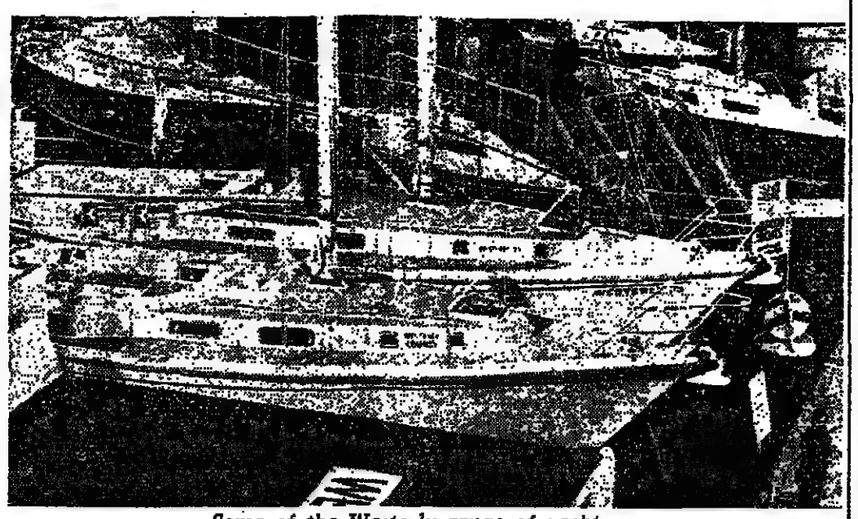
It has already produced a low-cost ship-to-shore link that is finding its way on to boats of all shapes and sizes and has followed this with a radar system that most middle to upper range owners can afford. It is now working on a new kind of direction finder that will be tuned using a liquid crystal display to read out the wave band, thus reducing the doubt and fiddling of the printed card varieties.

In fact all the electronic goodies merchants have vastly improved their earlier models, and more and more people are now asking for them to be fitted as original equipment. The same goes for such things as winches—here is a direct spin-off from the racing circuit—hydraulics, sail tweakers, mast benders and the like.

But perhaps the accessory most required is a mooring. While the established marina operators have now become much more professional—some of them even care about their customers—the number of boats coming into use has meant that they have not been able to keep pace with demand.

One long awaited development has been Brighton Marina, which is now in use. It offers over 2,000 moorings, some of them on 20-year leases as an investment. The project has proved far more costly than originally envisaged, and is not over yet.

It will be the biggest marina complex outside the U.S. and is due when finished to have a hotel, yacht club, shops, offices and other leisure amenities built in. The operators will, however, be anxious to see a good mix of boats, rather than becoming a large park for week-end floating cottages. Whatever happens the base should be a good one for London owners and visitors from overseas.



Some of the Westerly range of yachts.

Raising safety standards

BY ROY HODSON

THE yachting authorities and journals regularly analyse the Royal National Lifeboat Institution (RNLI) figures for accidents in British coastal waters. The primary object is to keep things in perspective. When the figures are broken down into types of mishap they invariably show that properly equipped yachts with experienced crews do not place an unreasonable burden upon the rescue services.

Meanwhile the RNLI returns consistently show how serious are the attendant perils when people treat the sea with disrespect. Accidents with dinghies loom large. Inflatables blow from beaches and out to sea, often with children on board. Sailing dinghies and tenders capsize because they are mishandled or over-loaded. A third category of accident which concerns the boating industry consists of those unnecessary tragedies which arise because people are untrained to go to sea or have not equipped their boat properly.

Training

Thus the importance of proper training for all sailors—whether they race dinghies on inland waters, use the canals or go offshore—is increasingly being recognised by the boating industry.

The kind of cheery talk sometimes heard round yacht club bars about the freedom of the seas and the liberty of the sailor to go as he pleases fails to take account of the changed circumstances that already exist in many parts of the world outside Britain. The majority of the nations of Continental Europe now require certificates of personal competence to be held by yachtsmen, or licences for boats and their equipment, and in some cases both forms of control.

Instruction on a Churchill Motor School yacht.

In the U.S. spot checks upon yachts and their safety equipment are regularly carried out by the U.S. Coastguard.

Britain is now in an unusual position among the nations where sailing has become a popular activity in that in British coastal and inland waters access and passage is virtually unrestricted whatever your level of skill or however rudimentary your craft.

A consensus of sailing opinion at the present time would probably be against legislation to control the standards of yachts and yachtsmen. It is a fair argument that so many of the accidents result from people who are not properly amateur sailors at all acting foolishly. Nevertheless attitudes towards legislation are changing and the concept is less objectionable to the majority than it used to be.

The boating industry, whose livelihood depends upon boating remaining sufficiently safe to be politically and socially acceptable, is inclining to the view that legislation will be introduced into Britain sooner or later.

The Royal Yachting Association (RYA), the training schools and the yacht clubs are involving themselves heavily in a new training programme for sailors at all levels. During this winter more than 200 night school courses are running throughout Britain on navigation and seamanship. The sailing and the motor cruiser training schools are looking forward to having their busiest year ever in 1978, with more husband-and-wife teams learning to handle family boats than in any previous year. Mr. Henry Harris, head of the Churchill Motor Cruiser School, estimates that between 30 per cent. and 40 per cent. of the students now booking for his courses are women.

The schools are reasonably confident that the majority of aspiring boat owners have now accepted that there is more to competent ownership than simply driving away down the river or canal or out to sea.

The strength of the national instructional programme by the commercial schools, the yacht clubs and the local authority night schools means that a ready-made educational instrument exists should some future government decide to fall into line with Germany, France and a number of other countries and pass legislation to put the control of small boats on a formal basis.

Five years ago the Royal Yachting Association took over prime responsibility from the Department of Trade for the Yachtmaster's Certificate—a qualification of a high standard which was originally intended to provide a trained reserve of small boat skippers which could be called upon by the Admiralty in times of national emergency.

Competence

Since then the Yachtmaster Certificate syllabus has been modified more than once to bring it completely into line with modern requirements. Some 1,600 have qualified and the certificate is recognised as a measure of competence.

The RYA has also devoted a lot of attention to encouraging courses for sailing novices and for people with only limited experience. For them the Coastal Certificate Parts 1 and 2 has been introduced. Finally a special National Motor Cruising Certificate was introduced last year for motor craft owners who previously felt the courses were weighted towards sailing people.

The RYA is now looking once again at the structure of courses and certificates and has in mind some further changes so that people anxious to study navigation and seamanship can progress smoothly through a series of training steps, usually over a period of several years while practical boating experience is being gained.

The newly-styled courses recognise that there is much more to handling a small craft than being able to make it go or fix its position by dead reckoning or navigational aids. The courses are now giving emphasis to rescue procedures, to the maintenance of essential rescue equipment, and to the need for boat-owners to act with courtesy and consideration to other water-users.

In all except the most elementary courses an element of practical training is also being stressed so that ideally no one in future will take charge of a boat armed with theoretical knowledge only. The National Sailing Centre at Cowes and clubs and the schools are all offering opportunities for people to get afloat for week-ends or longer periods for instruction right at the start of their sailing careers.

Winter training is becoming an important part of activities in many sailing clubs and has proved to be a useful element in attracting new members. Members who have studied together through the winter months tend to arrange cruises together in the summer. In turn this is encouraging clubs to organise "cruises-in-company" on which experienced sailors shepherd the novices and encourage them to venture to new ports.

Whether or not legislation to cover the competence of sailors and the equipment of their boats is introduced the present training drive is already having an important impact on safety by raising standards all round.

HOME NEWS

Tories 'must seek to curb growth of union power'

BY PHILIP RAWSTORNE

CONSERVATIVES must seek a mandate at the next general election to curb the growth in the political power of union leaders, Sir Geoffrey Howe, Tory Shadow Chancellor, said last night.

"We must invite the electorate to demand a fundamental change in the objectives and role of Britain's trade unions," he told a party meeting at Swindon.

The aim should be to ensure that it was much less easy for trade union leaders to "continue the pursuit of socialism regardless of the wishes of their members."

Sir Geoffrey, one of the architects of the ill-fated Industrial Relations Act, did not spell out suggested changes in party policy or legislative proposals.

But the abrasive tone of his speech contrasted sharply with the official policy statements made recently by Mr. James Prior, Conservative employment spokesman, who has been rebuilding the party's relations with the unions.

Sir Geoffrey said that the right question to put to the people was not how would the Conservative government get on with the unions, but how could the Labour Party and union leaders go on justifying policies and attitudes which had left their members so much worse off?

Union leaders had used their "profoundly undemocratic domination" of the Labour Party to restrict individual freedom through the closed shop and to hold back living standards by hostility to private enterprise.

If a Labour government were returned, union power would be used to secure further massive nationalisation, penal taxes, defence cuts and extentions of State interference into almost every part of the free enterprise system.

Sir Geoffrey said the prospect was one of "an increasingly Soviet-style future."

The TUC General Council was establishing closer official intimacy with the so-called union leaders of the Soviet bloc and about 50 members of the British Communist Party held seats on the executives of the country's 13 largest unions.

"Small comfort here for those who pooh-pooh warnings about the leftward march of Britain's labour union leaders," he declared.

Mr. Callaghan's links with the union movement did not suggest that he was the man to check, still less reverse, the growth in political power of the unions' "medieval barons."

"Yet that is what the great mass of the British people would wish to see. At the next elections we shall be inviting the electorate not just to reject socialism by securing a change in Government."

Thatcher sets a cracking pace

BY RAY PERMAN, SCOTTISH CORRESPONDENT

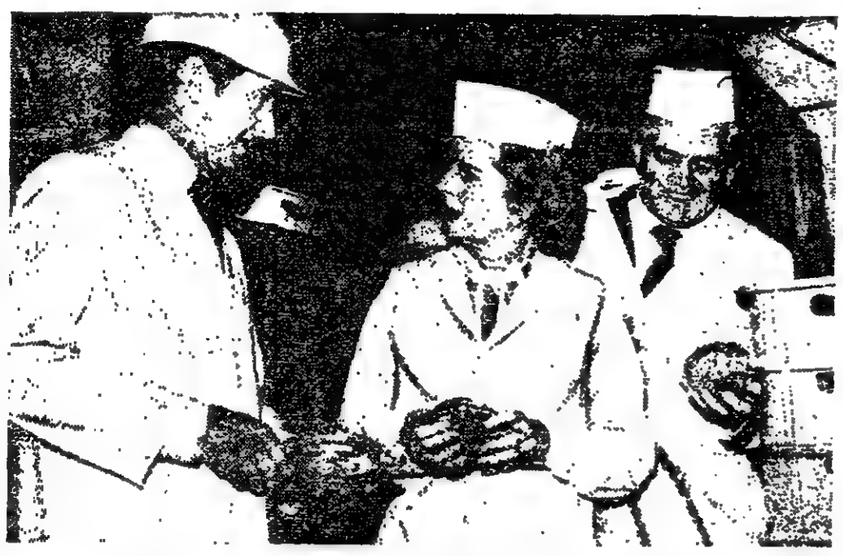
DURING HER last visit to Scotland, Mrs. Margaret Thatcher was taken to task by the Inverness Courier for arriving early for her appointments. Had no one told her, the leader writer demanded, that it was considered the height of discourtesy in the Highlands to be ahead of time?

While Mr. Edward Heath is still remembered in the North for the good-mannered way he was always late for everything, his successor as Opposition leader proved again yesterday that she is still sticking to her southern punctuality.

Mrs. Thatcher arrived a few minutes before schedule at Lawson's bacon and pie factory at Dyce, near Aberdeen, and set a cracking pace on a tour of the production lines.

It was fast enough for her to be able to ignore the worker whistling "Flower of Scotland," anthem of the Scottish National Party, but not quick enough to avoid the lady sausage packer who recognised Mrs. Thatcher's dress as identical to her own—a neat woollen style bought by her daughter in Marks and Spencer.

After searching for a copy of Mull of Kintyre in the record stand of a supermarket in Cults, where the Conservative leader went on a walkabout, she was taken to Inverurie for the high spot of the day: lunch at a cafe famous locally for its tatties and mince.



Mrs. Thatcher learns of the mysteries of haggis production.

She pronounced them delicious.

At Tait's paper mills near the town, Mrs. Thatcher was sufficiently impressed by samples of wood grown in Scotland and in Sweden showing how much faster the home product grew, that she called the Press into the manager's office for an impromptu lecture on the need for Britain to plant more timber.

By the end of this visit, her ninth to Scotland since becoming leader, Mrs. Thatcher hopes to have covered nearly every constituency in the country.

She told party workers on Thursday evening that she wanted the next election to be a splendid victory, not merely a stalemate. To achieve this, she admits, the Scottish party will have to recapture many of the 20 seats lost to Labour and the SNP over the last two decades.

The party now holds only 16 of the 71 Scottish constituencies and the latest opinion poll shows the Conservatives in third place, with only 26 per cent. support.

Car chief backs re-styling projects

By Terry Dodsworth, Motor Industry Correspondent

SUBSTANTIAL face lifts of the Marina and Princess models are two of the main ingredients of the product plans now being formulated to see Leyland Cars through to the 1980s.

Both these projects are already well in hand, although Mr. Michael Edwardes, the new chairman, is likely to want them pushed ahead as rapidly as possible. The Marina facelift, which will give the car entirely new styling, is due next year and the new Princess should also be ready at the same time.

Among the plans for the Princess, a model with a great deal of potential, but so far a bitter disappointment to Leyland, are a new engine this year, plus a diesel variant, and a hatchback body styling, incorporating a rear door.

For the longer term, the new management seems to be following the general aim established by the former team of a three to four model line-up in the volume division, supplemented by two specialist cars in the luxury division.

The major difference of policy will be the move towards a new kind of replacement for the Mini. Mr. Edwardes stressed yesterday that the new vehicle, code named the ADO-88, had not been abandoned but would be stretched from the original plans.

This means that it will have a final length of between 11 feet 6 inches and 12 feet, which is in line with the size of the super-minis such as the Ford Fiesta.

For some time, at least, the aim is to produce the new car at Longbridge, Birmingham, alongside the original Mini, which is about 10 feet long.

Phased out

Presumably, this vehicle will eventually be phased out, although it is not clear whether Leyland intends to try to maintain a position in this sector of the market.

Above these vehicles, there will be a medium range car, the LC10, with a number of derivatives, and above that a larger Princess replacement.

The specialist car division will be represented by the Rover and Jaguar ranges, with the present Jaguars getting a minor face lift in the not too distant future.

The major question still to be resolved lies in the sports car sector, where Leyland remains the only big volume producer in the world with a wide range of specially designed products.

These cars—the TR7, the MGB, the Midget and the Jaguar S—are all aimed chiefly at the U.S. market, but could also provide the spearhead for an attack on Japan, in the past U.S. sales have generally proved lucrative.

On the other hand, Leyland's Speke plant at Liverpool, where the relatively new TR7 is made, has a record of industrial unrest and is said to be unprofitable at present. On these grounds it could be a candidate for the axe, particularly since its product range is highly self-contained.

It supplies other plants with bodies for the Dolomite, which is due to be phased out in about two years.

The Maxi model will also go, most probably when the revised Princess comes on stream to provide the competitor in the hatchback sector.

PUBLIC TROUBLES OF A PRIVATE MAN

Whittaker succumbs to Leyland blight

BY JOHN ELLIOTT, INDUSTRIAL EDITOR

THE JOB that Mr. Derek Whittaker has given up at British Leyland is probably one of the most thankless and difficult in the motor business, especially for a man with little previous experience of the public and political world at the top of industry.

Yesterday, there were few people who had either worked with him or met him during his two and a half years as managing director of Leyland Cars who were not sorry about the way his career there ended.

Equally, almost everyone blamed the Ryder Report on Leyland, and the decisions taken as a result, for pushing him into an impossible situation.

Mr. Whittaker's problem was that he was promoted rapidly, following the Ryder reorganisation, to pull together, for the first time, all British Leyland's car production facilities, a 130,000-strong workforce and a mass of financial, production and labour troubles.

His background for this job was sound because he had been brought up in the motor industry (his father used to run the Ford assembly plant at Dagenham) and he was a financial and production expert.

Withdrawn approach

But he also has an abrasive character with an uncompromising attitude to industrial problems, and a somewhat withdrawn approach, which made it difficult for him to present beliefs in a way that would encourage support from many managers and union officials.

Those who have worked closely with him respect him highly, but his general style was too private and withdrawn for this respect to be communicated far.

He lives in a village between Henley and Oxford with his wife and family and yesterday, when he was refusing to be interviewed, his wife was the only source of information about his mood. "Derek has always been a very private man—he would never come home and cry on my shoulder," she said.

He had left for work yesterday morning saying he would be home at 8 p.m. and, said Mrs Whittaker, "I could not tell from his manner what he has been thinking because he completely switches off when he gets home." But she was sure that his move had not been a "snap decision" because "he certainly isn't a hot-headed person."

Mr. Derek Whittaker

Mr. Whittaker's rise to the top of the motor industry began when he joined Briggs Motor Bodies in 1946 at the age of 17. Briggs later became part of Ford where Mr. Whittaker was controller of the transmission and chassis division. In 1967 he left for GEC-AEI, where he later became managing director of the London Electric Wire Group.

At Ford, he was spotted by Mr John Barber and was one of several ex-Ford men recruited to Leyland when Barber become first finance director and then deputy chairman and managing director.

Mr. Whittaker then went on in 1973 to run Leyland's assembly and body works at Oxford, where he was respected for his tough style of management, though some rated him too aloof.

The Oxford plants were at the time going through a period of constant management upheaval and there was considerable distrust about the motives of the "man from Ford."

Natural choice

But, then in his mid-40s, he was recognised as one of Leyland's brightest younger managers and seemed a natural choice as managing director of the car division when the Ryder Report recommends such an organisation and that it should be headed by people from inside the group and not outside.

But he was never ruffled by the sheer size of the company's problems, and he did pull Leyland Cars together as an entity within the difficult parameters of the Ryder plan—a considerable achievement. He also made a good start on rationalisation of the models and components.

He was then surrounded at the top of Leyland Cars by people who were also promoted very quickly and almost from the start his abrasive style seemed to create problems.

Labour relations were high on his list of priorities and he made a series of threats about cancelled investment programmes, plant shutdowns and slimmed workforces that were sometimes unlikely to be carried out and so lacked the conviction to induce fundamental change.

He now joins the growing list of men who, having made their names as managers and experts in subjects such as finance and production, have fallen victim of the Leyland blight. They include Mr George Turnbull (now building cars in Iran), Mr. John Barber (now running a medium sized engineering company), Mr Geoffrey Robinson (now a Labour MP), and, of course, Lord Stokes—and most recently, Mr. Alex Park, Sir Richard Dobson.

Fund-raising campaign planned by skateboard enthusiasts

BY ARNOLD KRANSDORFF

A GROUP of "public spirited citizens" is trying to solve the problem of insufficient facilities for an estimated 2m. British skateboarders. They are forming a society, registered under the Charities Act, to raise funds for local authorities to provide specially-built parks.

The finance will come from public donations and other fund-raising activities, such as lotteries and raffles, in areas which lack facilities. The money will then be given to local authorities to set up skateboard parks and the facilities will be provided free to riders who, until now, have been able to use only public access ways and a few commercial parks.

The prime mover of the project is Londoner Mr. Ronald Ross-Stanton, a parent and skateboard enthusiast, who said yesterday that if the problem was left entirely to private developers, "they would price the kids back on to the street."

About one in every four boys aged between nine and 16 now owns a skateboard. Mr. Stanton said few would be able to afford the minimum 60p entrance fee to commercial parks, plus other costs such as rental for safety gear and transport costs, for every session.

He said many local authorities claimed they could not afford to provide facilities. He estimated that "to build anything decent" would cost at least £25,000; this would include slalom runs, kick turns, half pipes and practise areas.

He hoped all registration formalities would be completed by the middle of next month.

Pressure is mounting on local authorities to speed up applications from various sources for planning permission to build skateboard parks.

Parents and skateboarders have been signing petitions and Mr Greville Janner, the Labour MP for West Leicester, is to table a motion in the Commons next week demanding extra Government powers to make local authorities provide proper facilities.

This is seen as the only way to solve the problem, but until now the bureaucracy of local Government has held back many projects. Six months ago the British Safety Council which supports the new sport, urged all 600 local authorities in Britain to provide facilities on unused land or car parks.

Commercial

So far there has been little response — only about 30 authorities have acted. Luton and Bexley have given permission for winter use of swimming pools, and various sites have been made available in London, such as, under an elevated section of the M4 in Hammersmith and under Queen Elizabeth Hall and Queen's Walk.

Commercial parks in London are at Southwark (Skate City) and Putney (Wheelies Skate Space), both of which charge 75p per session and 50p for safety gear hire. Permission is still awaited for parks in Enfield, Bromley and Oxford.

There appears to be no shortage of finance for commercial skateboard parks. At least 15 companies have been registered in the past six months to advise and finance such parks, a few of which have first investigated the U.S. phenomenon.

One company, Arrow Skateparks Construction of Wellesbourne, near Stratford-upon-Avon—a consortium of businessmen in the Midlands—is advertising in the financial Press that it has upwards of £1m. available. It is currently investigating more than 20 sites throughout the country for interested parties, it said.

Another company, Skateonia, a joint venture between Morris Vulcan (the principal manufacturer of skateboards in the U.K.) and Wetenhall Cooper, part of the Cooper Industries group, reports it is conducting feasibility studies of about 18 sites. Planning permission has been received for projects in Wolverhampton and at Knebworth Hall.

Other companies in the field are Skatecity Bovis, jointly owned by Skate City and Bovis Civil Engineering, Skatescene Skateboard Parks, a division of Sta-Fit, Bushey Hill Park Estates, and Skateways, formed by National Car Parks and Tate and Lyle.

Skateways is hoping to open a park adjacent to a rugby club in West London and another in Birmingham, while other sites are being planned for Leeds and the West Country.

Licensees attack club law

By David Freud

BRITAIN'S 30,000 independent licensees have launched a campaign against the law governing social clubs. They say the clubs "enjoy all kinds of concessions which pubs are denied."

The National Union of Licensed Victuallers says that in 1904 there were 90,000 pubs, of which only 65,000 have survived. But the number of clubs has risen from 8,600 to 30,000.

The publicans say one of the key advantages enjoyed by clubs is that they can attract people with high jackpot gaming machines. Pubs can instal amusement machines with prizes worth only 50p, paid out mostly in tokens.

Oil output

North Sea oil production fell in November by an average of 37,499 barrels a day, largely as a result of a cut in output from Occidental's Piper Field. Piper's interrupted flow was mainly due to commissioning work on the nearby sister discovery, the Claymore Field.

Price increases

THE number of price increases notified to retail trade buyers fell in the pre-Christmas period, the Institute of Purchasing and Supply reported yesterday. The institute's monitoring of prices for December revealed that those suppliers who notified price rises sought average increases of 8.2 per cent., compared with 7.5 per cent. in November.

Newspaper plan

George Outram, publishers of the Glasgow Herald and Evening Times, announced a £7m. plan yesterday for the introduction of computerised production for both newspapers.

Submarine ban

Naval dockyard workers at Portsmouth have warned that they will black all future repair work on the submarine HMS Oracle, after the Ministry of Defence decision to refit the submarine at Clyde commercial shipbuilders Scott Lithgow. It is the first warship for several years to be refitted at a non-naval yard.

Unionists angry

The mainly Catholic Social Democratic and Labour Party has angered Ulsters Unionists with its firm opposition to any increase in the number of Northern Ireland seats at Westminster.

Second bridge

The go-ahead was given yesterday by the Government for the building of a £14m. second bridge over the River Foyle, Londonderry.

Arab envoy to U.K. warned of threat of parcel bombs

BY RICHARD JOHNS

MR. ADNAN OMRAN, Syrian Ambassador to the U.K., yesterday received a warning from his colleagues in Paris about the danger of parcel bombs and letters posted from Strasbourg.

The French police had intercepted mail addressed to the Syrian and other Arab embassies in Paris containing explosive chemicals which would be detonated on opening the sealed containers, according to Mr. Omran.

As the investigation by Scotland Yard's anti-fraud squad continued yesterday, Mr. Omran refused to subscribe to the widely accepted theory that the murder on Wednesday of Mr. Said Hammami, the Palestine Liberation Organisation's representative in London, was the work of extreme left-wing Palestinian elements.

The Syrian envoy—evidently the target of the car bomb in Mayfair which killed two of his colleagues on New Year's Eve—asserted that all possibilities would still have to be considered.

Despite Mr. Omran's guarded reticence, the feeling in the Arab community is that in shooting Mr. Hammadi the killer was assassinating Mr. Yassir Arafat, chairman of the PLO, "by proxy." This follows reports of a deep division within the Palestinian movement over how far it should go in condoning or condemning Mr. Sadat's initiative.

According to the latest edition of the Middle East news magazine Events, Mr. Arafat was under virtual house arrest by hard-liners of the PLO during last month's restricted summit meeting in Tripoli.

A member of the three-man PLO delegation which arrived from Beirut to collect Mr. Hammami's body, denied that they intended to pursue their own investigation into his murder.

They attended the inquest held yesterday at Westminster Coroner's Court at which Professor Keith Simpson, chief pathologist at the Home Office, said that the cause of death was a fire-arm wound to the head. The inquest has been adjourned until March 1.

Mr. Hammami's body will be flown to Beirut after a funeral service at the London mosque in Regent's Park, planned for 8 a.m. to-day.

Smaller companies help to boost unit trusts

BY ADRIENNE GLEESON

SMALL COMPANIES and recovery stocks made most of the running on the U.K. stock market right up to the end of 1977, and the latest performance figures from the unit trust industry reflect the fact.

Trusts specialising in such areas dominate the top of the performance tables, with M & G Recovery Fund continuing to lead all comers with a gain of 117.3 per cent. over the 12 months to January 1. The same trust has put up the best performance over two years (with a gain of 124.5 per cent.), and over six years (with a gain of 214.5 per cent.)

The figures, compiled by the magazine Planned Savings, show that unit trust groups provided the best three performers of 1977, with M & G Recovery closely followed by Allied Hambro Smaller Companies (with a gain of 111 per cent.) and the smaller Perpetual Group Growth (with a gain of 101 per cent.).

Stockbrokers have also put on a very strong showing, with four out of the next five places.

Framlington Capital and Framlington Income, both of which are managed by Laurence Prust, have gained 97.1 and 94.7 per cent. respectively, and the tables show a rise of 87.2 per cent. for Discretionary (managed by Greene and Co.), and one of 80.3 per cent. for Anderson Unit Trust (managed by Anderson and Co.). The Framlington funds and Discretionary tend to invest in smaller companies.

Over the past 12 months, 122 unit trusts have outperformed the FT All-Share Index — which rose by 46.3 per cent. — while 166 bettered the 41.8 per cent. improvement shown by the FT Industrial Ordinary Index.

Fewer failures

COMPANY FAILURES in the last quarter of 1977 dropped sharply compared with the same period in 1976, the Trade Indemnity Company said yesterday.

According to their monitoring of bankruptcies and company liquidations, there were 440 failures in the last quarter of 1977 compared with 600 in the same period in 1976.

The total of company failures listed in 1977 was 1,970, which was below the level of the previous two years.

Government may ease political ban

By David Churchill

THE PRIME MINISTER is studying the draft report of the Armitage committee, which is expected to allow a limited extension of political freedom—now restricted by law—for about 150,000 middle rank Civil Servants.

The report, expected to be published soon, will be several months late because of a split on the committee over how far the rules should be relaxed.

Mrs. Barbara Castle, Labour MP for Blackburn, and Mr. Stanley Mayne, former general secretary of the Institution of Professional Civil Servants were believed to favour a general freedom for most civil servants, including those at senior level, unless their work was considered too sensitive.

But other members of the committee felt there was little real demand among Civil Servants for freedom to engage in political activities—such as being elected to local councils—to warrant relaxation of the present curbs. They felt that too much freedom could be open to abuse.

The compromise believed to have been worked out by the committee—now being considered by the Prime Minister—is that middle management grades should be allowed to take part in politics, but only with the specific approval of their Department. Senior civil servants would still be barred from political activities, but clerical grades would be given virtual freedom to take part in politics.

Steel wins support over pact

By Ivor Owen, Parliamentary Staff

LIBERALS in the Isle of Wight have taken the lead in trying to ensure that the party's special assembly on January 21, will leave Mr. David Steel with room for manoeuvre in ending the Lib-Lab pact.

All 18 local Liberal councillors have joined the principal officers of the Isle of Wight Liberal Association in supporting resolution designed to provide the assembly with a halfway house between ending the pact immediately or when the Finance Bill has completed its passage through Parliament in the summer.

The resolution asks the special assembly to recognise that trends for 1978 indicate that current Government policy is proving "generally effective, and urges continued support for the Government in matters that are not alien to Liberal policy."

Ford puts up prices by average of 4.8%

By Stuart Alexander

FORD raised its car prices an average 4.8 per cent. from midnight last night, the first price rise for nealy six months. Until the end of last July car makers had been increasing prices quarterly, but then gave an undertaking to try to hold prices for six months.

Last month Vauxhall raised its prices 5 per cent., saying it could delay no longer. With Ford having followed suit Leyland and Chrysler are expected to fall into line soon.

Last night Ford said it would hold the new price levels for as long as possible, but could give no assurances that there would be a further six-month delay before another price rise.

Ford said the strength of the pound and slowdown in the rise of component and material costs helped it delay the price rise. But labour costs were up 12 per cent., steel 12.5 per cent. and rubber 10-13 per cent.

Examples of the new Ford prices, including all taxes, with old prices in brackets are: Escort Popular 1100 two-door, £2,122 (£2,023); Escort 1300L two-door £2,327 (£2,409); Fiesta 950 £2,196 (£2,113); Fiesta 1100L £2,538 (£2,442); Cortina 1300 two-door £2,646 (£2,523); Cortina 1600L four-door £3,120 (£2,974); Capri 1300 £2,792 (£2,661); Capri 2000 Ghia £4,697 (£4,478); Granada 2000L £4,347 (£4,143); Granada 2.8 GL automatic £5,912 (£5,636).

Further talks on Tri-Ang troubles

BY ANTHONY MORETON, REGIONAL AFFAIRS EDITOR

THE REPORT of the receiver into the affairs of Tri-Ang Pedigree, the Merthyr Tydfil toy manufacturer, was handed yesterday to Mr. John Morris, Welsh Secretary. He has decided to take no action on the report until he meets a delegation of union representatives and other organisations in London on Tuesday.

Mr. Graham Saunders, area secretary of the Association of Professional Executive, Clerical and Computer Staff, said that the deputation had a strong case to put to Mr. Morris. "Our objective is to keep Tri-Ang going in Merthyr."

Mr. R. P. V. Rees, the receiver, a partner in the Cardiff office of Deloitte, was called in on December 15 by the Government, which owns a third of the capital. This step was taken after Airfix Industries, which owns the other two-thirds, had decided not to take up an option on further shares in the concern unless the Government put up more financial assistance.

Tri-Ang employs 491 people producing toys and prams. It has been hit by the high cost of its products and the difficult time that the toy industry has been facing recently. At one time, in the early 1970s, it had four owners in as many years and, after the collapse of Lines Brothers in 1975, was saved by a package put together by Airfix and the Government.

Local interests have fought hard since the announcement of the receiver to keep the firm in being.

Mr. Morris told the organisers of the deputation that a decision on the receiver's report would not be taken until after he had met them at the Welsh Office. It is expected that an announcement on the future of the works will be made towards the end of next week.

The fear

One issue concerning the deputation is that it will not know what is in the receiver's report until it sees the Minister and, by then, it fears it might be too late to influence Mr. Morris.

The main union concerned at the plant is the General and Municipal Workers' which has about 350 members there. Apart from Apex, the other two unions are the Association of Scientific Technical and Managerial Staffs and the Amalgamated Union of Engineering Workers.

Christmas TV ratings battle won by BBC

By Arthur Sandles

VICTORY in the Christmas television ratings battle once again seems to have gone to the BBC.

Latest figures from researchers who produce statistics for ITV indicate that on Christmas Eve and Christmas Day the combined share of the audience for BBC-1 was 51 per cent. and for BBC-2 8 per cent. ITV's share was 41 per cent.

On Christmas Eve, ITV had 46 per cent. of the audience, BBC-1 45 per cent. and BBC-2 9 per cent. On Christmas Day, however, ITV's share fell to 36 per cent., while BBC-1 had 56 per cent. and BBC-2 8 per cent.

The figures are prepared by Audits of Great Britain for the Joint Industrial Committee for Television Advertising Research.

TOTAL AUDIENCE

Christmas Eve Top Five: viewers (m.)	
1. Dick Emery Show (BBC)	14.95
2. Celebrity Mr and Mrs. (Border)	13.15
3. Duchess of Duke Street (BBC)	12.15
4. New Faces (ATV)	12.03
5. Starsky and Hutch (BBC)	11.85
Christmas Day	
1. Mike Yarwood Show (BBC)	21.80
(BBC)	21.40
2. Morecambe and Wise Show (BBC)	21.40
3. The Generation Game (BBC)	18.85
4. Sale of the Century (Ang'lia)	12.80
5. The Muppet Show (ATV)	12.50

Other TV ratings Page 8

CARTER'S VISIT TO EUROPE

Mitterrand warned against alliance with Communists

BY ROBERT MAUTHNER

PARIS, Jan. 6.

PRESIDENT JIMMY CARTER ended his official visit to France to-day with what was widely considered here to be another gaffe. He warned the French Socialist leader, M. Francois Mitterrand against an alliance with the Communist Party.

White House officials said the U.S. President expressed his concern about a Socialist-Communist alliance during a 25-minute meeting with M. Mitterrand, before leaving for Brussels, the last stage of his current world tour. Mr. Carter also expressed similar sentiments in a separate meeting with M. Robert Fabre, the leader of the Left-wing Radical Party, the smallest member of the Union of the Left, whose unity was shattered when talks on updating its common programme broke down last September.

Mr. Carter's remarks are certain to upset not only the Communist and Socialist parties, but probably French public opinion as a whole.

The French, whatever their political views, have always been particularly sensitive about any interference in their internal affairs by foreign statesmen and most of all those from the U.S. When Dr. Henry Kissinger, the former U.S. Secretary of State, proffered similar advice, it caused an outcry in France.

The fact that White House officials made public President Parter's views, is also likely seriously to embarrass M Mitterrand who, earlier this week, made it clear that he was still prepared to form a government with the Communists if the combined forces of the Left won the next general election in March.

Reporters present at the meeting between Mr. Carter and the Socialist leader, heard the U S president warmly praising M. Mitterrand.

"You have played a good and beneficial role in France," Mr. Carter said. "We have many things in common."

M Mitterrand, for his part, said after the meeting that there was no reason why Franco-American relations should suffer if a Left-wing government came to power in France. A Left-wing victory would be completely compatible with good relations between traditionally friendly nations, such as France and the U.S., he said.

The hostility that M. Mitterrand's discussions with President Carter has provoked in Left-wing circles was underlined earlier to-day when a bomb exploded at the former Socialist Party headquarters in Paris, only a few hours before the meeting took place. Both the Communists and members of the Left-wing of the Socialist Party consider that President Carter's visit to France only two months before the general election, has been engineered by President Giscard d'Estaing as an election boost to the government coalition parties

President Carter's remarks to M. Mitterrand, as reported by White House officials, somewhat spoiled the sunny atmosphere of his visit to France which has been marked by a new warmth in the relations between the two countries.

President Giscard himself explained one of the main reasons for this improvement at a Press conference to-day. Whereas, in the past, the U.S. has tried to put pressure on France to modify its independent defence stance, such pressure was completely absent from Mr. Carter's policies. Indeed, the U.S. President had gone out of his way to underline the positive aspects for the West of the existence of an independent French defence policy, said President Giscard.

Given the U.S. recognition and even approval, of France's autonomy in this and other important fields, any differences that might exist between the two countries would no longer preclude normal and friendly relations, as they had in the past.

The French President said that, on the Middle East, he had emphasised in his talks with Mr Carter the role that France and other Western European countries could play in the final stages of a settlement when it came to discussing guarantees for the frontiers and security of the countries in the area.

In their discussions on Africa, he had proposed a new political initiative for the economic and social development of the continent, but M Giscard did not specify exactly what he had in mind. Referring to the various conflicts on the continent, particularly in the Horn of Africa, he said that the fundamental principle on which any solution should be based was in respect of the frontiers fixed at the time these countries became independent.

Report foresees problems for NATO in conventional war

BY JUREK MARTIN, U.S. EDITOR

WASHINGTON, Jan. 6.

NEITHER THE U.S. nor the Soviet Union can expect to win a nuclear war but the U.S. and its NATO allies could face problems in a conventional conflict in both Europe and the Far East, according to an important U.S. Government study.

This inter-agency report, details of which were published in the New York Times this morning, is believed to form an integral part of U.S. strategic and tactical planning under the Carter administration.

The current U.S. policy of improving the quality of NATO forces in Europe may well reflect the report's conclusions, since it was completed last summer. The report also puts some flesh on the partially released bones of the controversial Presidential Review Memorandum Ten, which appeared to imply, according to newspaper leaks at the time, that, in the event of a conventional attack by Soviet forces in Europe, the U.S. should be prepared to cede as much as one-third of West Germany before making a stand.

The report specifically refutes this, according to the New York Times. Quoting directly its says that a central premise is that: "the United States will continue to view the security of Europe as a vital interests and will continue to participate actively in the defence of NATO."

Although it concedes that the Soviet Union and its allies enjoy a two-to-one numerical superiority in the European arena, the report concludes that: "this advantage as a starting condition is considered too small in itself for the attacker to have any expectation of quick or substantial victory."

Nevertheless, and stressing the underlying concern, the report goes on to say that: "there is a distinct tactical advantage accruing to the Warsaw Pact due to their ability to mass combat power on major attack routes of their choosing while employing economy for force elsewhere."

The report says: "the chance of NATO stopping an attack with minimal loss of territory and then achieving its full objective of recovering that land which had been lost appears remote at the present time."

The report paints a relatively pessimistic picture of the condition of Western defences in Europe, noting critical deficiences in ammunition and spare parts. While the U.S. five-year defence plan calls for provision of war stocks for a 90 - day conflict, the study observes that: "other NATO countries have only about 30 days worth of stocks and do not currently plan to buy more."

Indeed, the report feels that substantial improvements in Western conventional forces in Europe may not be easily achieved, in spite of the unilateral U.S. efforts.

Noting the reluctance of European countries to spend significant additional amounts on defence, it said, in addition, that any attempt by the U.S. to persuade its allies to rely less on nuclear capability and to strengthen instead conventional forces might have the effect of provoking a basic debate over strategy that could even prove counterproductive.

It says: "It would be divisive and might guarantee that the United States would not be able to persuade the allies to make further force improvements."

On nuclear confrontation with the Soviet Union, however, the report finds that the present balance is such that in the event of a nuclear war, "neither side could conceivably be described as a winner."

It estimates that an all-out nuclear war would produce 140m. American fatalities and 113m. Russians dead, and with almost three quarters of both economies totally destroyed.

It also expresses the view that the U.S. continues to enjoy significant superiority in key missile sectors and appears to provide justification for President Carter's decision to cancel the B-1 bomber project.

U.S. imports of cars at record in 1977

BY STEWART FLEMING

NEW YORK, Jan. 6.

BUOYED up by record purchases of imported models, new car sales in the United States rose 11 per cent. to 11.2m. units, in 1977, just short of the record 11.4m. recorded in 1973 before the Arab oil embargo.

But the latest statistics released by the motor industry contain some worrying trends for Detroit's big three producers, General Motors, Ford and Chrysler.

Sales of domestically-built cars in December have shown further signs of slackening, in the wake of the weakness which emerged in mid-November but in sharp contrast sales of imported models scored new gains.

Some importers reported record sales in December. In spite of both price increases, stemming in part from the decline in the dollar, and Detroit's efforts to combat imports, they continued to capture a rising share of the total U.S. market.

Thus, while in December sales of domestically produced vehicles declined just over 7 per cent., the first time for more than two years that the industry's monthly sales have fallen below those of the same month in the preceding year, imports continued to surge.

Imports took 19 per cent. of the U.S. car market in December, up from 16 per cent. in November, and exceeding their market share of 18.6 per cent. for the year.

For the whole of 1977, importers sold a record 2.1m. vehicles, a 40 per cent. increase from the 1.5m. they sold in 1976. The previous record import sale was 1.7m in 1973. The share of imports in the market in 1976 was only 15 per cent.

Rhodesia settlement discussions postponed

By Bridget Bloom, Africa Correspondent

SALISBURY, Jan. 6.

IN A SURPRISE move here to-day, the leaders of the four delegations currently engaged in so-called internal settlement talks decided to postpone their twelfth formal session, which was due to be held this afternoon

Instead, they met privately this morning and have agreed to meet on a so far unspecified date early next week

Although no official details of this morning's meeting have been released, it is understood to have covered the possibility of compromise over the remaining major disputed issue of principle in the current talks—that of white representation in an independent Zimbabwean parliament

Six of the 11 sessions held so far have been concerned with this issue. Mr. Smith, the Rhodesian Prime Minister, insists that whites should elect 33 MPs—a third of the total—who would have the power to block key legislation The black delegations led by Bishop Muzorewa and the Rev Sithole maintain that they cannot offer more than a "blocking" fifth to the whites.

More Overseas News Page 19

Israel to prepare land for settlement in north Sinai

BY DAVID LENNON

TEL AVIV, Jan. 6.

THE ISRAELI GOVERNMENT confirmed today that it has ordered the levelling of a stretch of land in northern Sinai for farming by the settlers in the Rafah salient south of the Gaza Strip. This is in line with Israel's intention of leaving Jewish settlements in the area even if it is returned to Egyptian sovereignty under a peace agreement.

The area where the settlements are located will be under UN supervision, and the UN flag will fly there, according to Mr. Simcha Ehrlich, the Minister of Finance. He added that the Jewish settlers would be protected by an Israeli military force.

It was also revealed today that under Israel's peace proposals the three Jewish settlements along the east coast of the Sinai peninsula will also remain in position. Israel also wants to keep two of its military airbases which will fall within the UN zone operating as civilian airports.

Meanwhile a government spokesman said that Mr. Menahem Begin the Prime Minister was himself thinking of settling in the northern Sinai area when he retires He and his wife have joined the Neot-Sinai agricultural settlement near el-Arish

Defence Ministry officials told the Financial Times to-day that the joint Egypt-Israel military committee will start its deliberations in Cairo on January 16 as scheduled They said it was highly unlikely the meeting would be brought forward to early next week, as had been reported in the Egyptian Press.

The Israeli military team has been selected, and is expected to be approved by the Cabinet on Sunday. It will be headed by the Defence Minister, Mr Ezer Weizman, and will include the Chief of Staff General Mordechai Gur as well as the Chief of Military Intelligence and the O/C Southern Command.

The U.S. ambassador has asked Israel to explain its intentions about expanding Jewish settlement in the occupied territories This follows a spate of unconfirmed reports about new settlements being planned in secret.

The Ministry of Housing announced yesterday that it had started registering people who wish to buy flats in a new Jewish urban centre being developed at Maale Efraim on the West Bank

Japan 'will settle dispute with U.S.'

The U.S. and Japan are drafting a joint statement that will announce the settlement of their trade dispute next week, Mr. Nobuhiko Ushiba, Minister for External Economic Affairs, said in Tokyo yesterday. AP-DJ reports that Mr. Ushiba said that the wording of the statement would be completed in talks with U.S. deputy trade negotiator Alan Wolff, who is to arrive in Tokyo on Sunday ahead of the planned visit on January 11-12 of U.S. special trade negotiator Robert Strauss.

Lockheed cleared

Lockheed, the U.S. defence contractor accused of bribery in several countries, was officially cleared to-day of the vague charges that have for some years hung over its dealings with the West German Defence Ministry in the early 1960's, Adrian Dicks writes from Bonn.

Herr Franz-Josef Strauss, who held the defence portfolio when the controversial Starfighter contracts were signed, must also now hope to seen an end to the steady flow of rumours that he and his Bavarian-based Christian Social Union were in some way the recipients of funds from Lockheed. An interim report issued to-day said that no evidence had been found that anyone in West Germany had been directly or indirectly bribed.

Italy exchange record

Italy's available foreign exchange reserves at end-November stood at a record Lire 7,153bn. ($8.2bns.) according to official Bank of Italy returns published here to-day. The figure is an increase of more than L550bn. over the previous month's level, Dominick J. Coyle reports from Rome.

Baltic fishing zones

The Danish Government is expected to establish a national fisheries zone in the Baltic in the near future, writes Hilary Barnes from Copenhagen. Fisheries Minister Svend Jakobsen said yesterday that the Government is discussing the issue but that it still has some technical problems to solve. The Government said last year that if other countries established Baltic zones Denmark would follow suit The three nations most important to Denmark in this respect—Sweden, Poland and East Germany—have already established zones.

Polish debate call

A letter signed by 14 Communist Party members, including Mr. Edward Ochab, party First Secretary for a time in 1956 and later Head of State, declares that the source of Poland's present difficulties lies in the non-democratic way the country is governed, reports Christopher Bobinski from Warsaw

Sarkis firm on refugees

BEIRUT, Jan. 6.

PRESIDENT ELIAS SARKIS said to-day that Lebanon would reject any Middle East solution calling for the continued presence of its large Palestinian refugee population.

In a toughly worded address to Beirut's diplomatic corps, President Sarkis in effect answered Israeli Prime Minister Menahem Begin's proposal for a self-ruling Palestinian entity on Jordan's West Bank closed to virtually all Lebanon's 350,000 Palestinians.

"The world conscience should not tolerate such stands," President Sarkis said. He believed the Begin plan would both deny the Palestinians' right to an independent state and undermine the fight by Lebanon's 2.5m. nationals to rebuild from a 19-month civil war.

"Such a solution is harmful to its (Lebanon's) essential interests in as much as it is beyond its own possibilities. In addition, it inflicts more damage on the Palestinian cause itself," said the President. "It would be oppressive to solve the Palestinian issue by creating a new problem for Lebanon and the Lebanese people," he said.

President Sarkis has been fighting a losing battle at home against galloping inflation and a virtual absence of major foreign investment since the war.

President Sarkis was careful to stress that his rejection of a Palestinian presence was coupled by strong Lebanese support for "the legitimate rights of the Palestinians on their own land."

This was seen as an attempt to divorce his call from earlier demands for the expulsion of all Palestinians from Lebanon made by Christian Rightest factions that battled a Palestinian-Lebanese Leftist alliance in the civil war.

Vance returns crown to Hungary

By Paul Lendvai

BUDAPEST, Jan. 6.

AT A TELEVISED public ceremony held to-day in the main hall of Budapest Parliament, U.S. Secretary of State Cyrus Vance officially returned the crown of the first Hungarian king St. Stephen, and other coronation regalia to Hungary

Both he and the President of the Hungarian Parliament, Communist Politburo member Mr. Antal Apro stressed that the return of the traditional symbols of Hungarian nationhood and Statehood reflected improved U.S.-Hungarian relations They also referred to the spirit of the Helsinki final act on European co-operation.

The ceremony was attended not only by Premier Gyorgy Lazar and other Cabinet members but also by Cardinal Laszlo Lekai, the Roman Catholic primate of Hungary, leaders of the Protestant denominations, the Jewish community.

Callaghan seeking defence orders at Desai meeting

BY RICHARD EVANS, LOBBY EDITOR

DELHI, Jan. 6

THE SIX-DAY visit of Mr. James Callaghan, the British Prime Minister, to India which began yesterday with a ceremonial drive through Delhi, is regarded by both the U.K. and India as of major importance because of the closer long-term economic and political links it could produce.

There is unlikely to be any announcement of major new initiatives or contracts at the conclusion of Mr Callaghan's talks with Mr. Morarji Desai, the Indian Premier, but the signs are that the visit should achieve the modest targets set.

In a speech on his arrival at Delhi airport, Mr. Callaghan complimented his hosts on the remarkable progress made since independence in becoming the world's tenth industrial nation. He admitted that the country's potential had been released by British withdrawal, and looked to India to maintain and develop its position as a leader of the non-committed Third World.

The two most delicate topics in the talks will be the growing trade surplus—currently of about £150m.—that India has with Britain, and the issue of non-proliferation of nuclear weapons.

Although Mr. Callaghan will urge Mr. Desai to meet the problem of the deficit by placing substantial defence orders with Britain, including a contract for up to 40 Jaguar strike aircraft at a cost of up to £260m., he will not press the issue of the deficit too hard.

On non-proliferation, which is certain to be raised during the talks, Mr. Callaghan agrees with President Carter's view that there are dangers from the spread of nuclear weapons, but he regards the issue as an international one and not one for the Indian Government alone.

A distinct danger is that an event outside the talks—a brief audience granted by the Prime Minister to Mrs. Indira Gandhi on Monday evening—could dominate the entire visit.

S.A. oil threat by Nigeria

By Our Own Correspondent

UNITED NATIONS, Jan. 6.

A FORMAL DEMAND that the Security Council impose a mandatory embargo on oil sales to South Africa, as an extension of the boycott against Rhodesia, which gets its petrol from the Republic, will be submitted later this month by Nigeria.

Disclosing this to-day, Mr. Leslie Harriman, the Nigerian chief delegate, who is also the Council President, said the South African government was enabling "the illegal regime" in Salisbury to survive by supplying its oil.

The 15-nation council is expected to meet shortly. Brigadier Joseph Garba, the Nigerian Commissioner for External Affairs, plans to arrive in New York on January 20 and will take charge of some of the council meetings and private negotiations.

The oil embargo proposal, endorsed by the Assembly last month, is expected to be followed by a call for the cessation of further foreign investment in South Africa. It was not known to-day whether the Western members of the council would vote for an oil boycott.

Mulley in weapons sales talks

BY MICHAEL TINGAY

CAIRO, Jan. 6.

MR. FRED MULLEY, Britain's Secretary of Defence to-day wound up a four-day visit to Egypt which included a meeting with President Sadat in Aswan and the signing in Cairo of a memorandum of understanding with the Arab Organisation for Industrialisation (AOI). The AOI was established in 1975 with capital of $1043m contributed by Saudi Arabia, Egypt, Qatar and the United Arab Emirates.

This is the first visit by a British Defence Minister to Egypt and is being interpreted here as a public sign by Her Majesty's Government that British defence sales policy towards Egypt has changed following President Sadat's peace mission to Israel in November and the subsequent negotiations.

British embarrassment at being a supplier of arms to both Arab and Israeli sides in the 1967 Middle East war, led to a decision more than a decade ago to restrict the sort of military hardware sold to states involved

Three British companies are already involved closely with the AOI—the British Aircraft Corporation, Westland Aircraft Ltd. and Rolls Royce. BAC signed an agreement to produce Swingfire anti-tank missiles jointly with AOI. Westland and Rolls Royce are finalising arrangements under which two joint venture companies will be set up with AOI to make the Lynx helicopter which uses the Rolls Royce GEM engine.

The companies involved, having observed numerous visits by French politicians, promoting rival defence products, are delighted at the trip, regarding it as strong public backing by HMG for their efforts in Egypt.

While the discussions and agreement with the AOI provided the immediate reason for Mr. Mulley's visit to Egypt, the bilateral aspects must be at least as important. BAC already supplies Swingfire missiles to the Egyptian armed forces and these were used against Israel during the 1973 war But now that President Sadat has publicly committed himself in Jerusalem to "no more war" with Israel, British defence industries should feel able to sell offensive as well as defensive weapons. This aspect is believed to have been covered by Mr. Mulley in his talks with General Muhamed El Gamassi, Egypt's Minister of War.

● The Shah of Iran will make a one-day visit to Egypt on Monday for talks with President Anwar Sadat on the Middle East situation, the Egyptian Middle East News Agency (MENA) said to-day, reports Reuter.

Sources insisted that King Hussein of Jordan would be coming to Aswan on Tuesday for talks with Mr Sadat. Jordanian officials in Amman have denied this.

THE ESCALATING WAR IN SOUTH-EAST ASIA

A vital stage in Vietnam's battle with Cambodia

BY A SPECIAL CORRESPONDENT IN BANGKOK

VIETNAM'S MILITARY thrust into Cambodia, characterised by Hanoi as defensive action, and by Phnom Penh as outright invasion, has reached a crucial stage where they have the choice between pressing on to the Cambodian capital or trying for an amicable solution to the conflict.

According to Western and Thai intelligence sources Vietnamese forces have reached the strategic river crossing town of Neak Luong, which straddles the Mekong just 35 miles to the south east of Phnom Penh.

It lies at the extremity of the so-called Parrot's beak, the tongue of Cambodian territory jutting into Vietnam's Mekong Delta If the sources are correct, it reverses the position of two months ago when Cambodian forces were crossing the border a similar distance from Ho Chi Minh City (formerly Saigon).

Cambodian claims that they have turned back or surrounded Vietnamese troops notwithstanding. Vietnamese successes on the battlefield were only to be expected. It is believed they committed six divisions along the 90 mile stretch of border from the Parrot's Beak to the Gulf of Siam in the south.

Cambodian forces have numbered less than half this, and according to the Thais they have been forced to draw reinforcements from their western border to meet heavy casualties.

Vietnam has drawn upon its cornucopia of captured American weapons and Soviet supplied hardware, while the Cambodians have, for the most part, been relying on inferior Chinese and North Korean weaponry. While they have been reluctant to risk their paltry airforce of aged turboprop bombers, Vietnam has thrown in U.S. Phantoms and Sky Raiders.

The question now is not so much who can win, but what the Vietnamese plan to do, and what factors will affect their decision.

It is clear from the repeated calls for talks that they have gone as far into Cambodia as they wish. While many observers are prepared to believe that their action has been a response to sustained Cambodian provocations, the capture of Phnom Penh would be a different matter altogether.

The background to the present fighting, as given by Hanoi, is quite clear, and independent sources endorse the bulk of what they say.

For two years, Cambodian forces along the border probed Vietnamese defences, raided and shelled villages, and attempted to nibble eastwards. Sources believe, with some justification, that during their role as officials to the French colonisers, and while enjoying sanctuary inside Cambodia during the second Indo-China war, Vietnamese engaged in *de facto* redrawing of the border.

But the full scale assault, which the Vietnamese say was launched against their southern border during late September, saw an end to Vietnamese patience. "Cambodia was still drunk with its victory of April 1975," said a Western diplomat. "Vietnam is waking them up to the hangover."

It might be as simple as that, although former Indo-China hands tend to support Cambodian allegations that Hanoi aims to dominate an "Indo-China federation." But while Vietnam might wish to install in Phnom Penh a government which, like that in Vientiane, would be sympathetic towards a "special relationship," it is thought unlikely that Vietnamese would go that far.

On one level, the rich rice lands, offshore fishery reserves and (perhaps) oil, might be attractive to a Vietnam battling to reconstruct a shattered economy, vast unemployment, and a 1m. tons shortfall in the rice harvest.

On the other, it is difficult to see how they could expect to rule a country where even the brutally downtrodden population has less affection for the Vietnamese than the Khmer Rouge.

Of more import, it would do nothing to further Hanoi's efforts to build an image of respectability an dresponsibility in the eyes of the aid-rich financial institutions and Western countries.

The diplomatic offensives launched by the two sides have been as fierce as the military offensive, with each unprecedentedly anxious to win the support and approval of the international community, both Communist and non-Communist

But the gravest questions are posed of the Communist countries, especially China. Friends to the much-vilified Khmer Rouge regime through thick and thin, the Chinese have already given millions of dollars in aid, and the late Premier Chou En Lai himself pledged to maintain their territorial integrity.

Few observers in Bangkok credit reports of Chinese or Soviet advisers in the battlefield, or suggestions that it is a proxy war on behalf of Peking and Moscow.

The Soviet Union has lost no time in taking advantage of what many consider the gross embarrassment visited on China by her wayward proteges. Moscow Radio has accused them of orchestrating Cambodian aggression and reiterated Vietnamese calls for talks.

At the same time, the vehemence of Peking's support for the Cambodian position has eased since the end of December. They too have publicised Vietnamese proposals, realising perhaps that a stern lesson has been administered, and that to keep in step with Cambodian allegations and denunciations would threaten their already chilly relations with Hanoi.

How the two sides can be disengaged or how suspicions can be allayed is still unclear If Peking has anything to do with it they will be working to clarify the questions as quickly as possible.

HOW THE TWO SIDES LINE UP*

CAMBODIA	VIETNAM[1]
Population 8,570,000	Population 46,855,000
Total armed forces 90,000	Total armed forces 615,000
Army Apparently same strength as 1975, viz. 4 divisions 3 independent regiments 200 Armoured personnel carriers 320 guns/howitzers mortars recoilless rifles anti-aircraft guns	Army 25 infantry divisions[2] 2 training divisions 1 artillery command (of 10 regiments) 1 engineering command approx. 15 independent infantry regiments 20 SAM regiments each with 18 SA-2 launchers 50 anti-aircraft artillery regiments 15 independent engineering regiments 900 tanks, armoured personnel carriers, self propelled guns, anti-aircraft guns, SA-2, SA-3, SA-6, SA-7 missiles
Navy Some 150 small patrol, river and 6 landing craft	Navy 3 coastal escorts 3 guided-missile fast patrol boats 22 motor gunboats 4 motor torpedo boats 30 small patrol boats 20 landing craft 10 search and rescue helicopters
Air Force Thought to include 10 transports 9 C-47 and C-123 transports 15 T-51, 20 T-28 trainers 25 helicopter gunships	Air Force 310 combat aircraft 1 light bomber squadron 8 fighter ground attack squadrons 6 interceptor squadrons transport aircraft trainer aircraft

[1] Figures do not include former forces of South Vietnam, which are estimated to have included up to 550 tanks, 1,200 armoured personnel carriers, 1,330 guns/howitzers, 76 naval craft including 42 patrol gunboats, 800 riverine craft, 1,000 aircraft of all types.

[2] Infantry divisions normally total 8-10,000 men, and include a tank battalion, infantry and artillery regiments.

* Source: The Military Balance 1977-1978 (IISS, London)

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Respite for the dollar

THE WEAKNESS of the U.S. dollar became suddenly more marked at the end of the old year. The foreign exchange markets took a gloomy view of President Carter's decision not to renew the contract of Dr. Arthur Burns when it runs out this month and to replace him as chairman of the Federal Reserve with a businessman of limited banking experience. It was assumed, whether fairly or not, that this would mean a lower priority being given to the control of inflation and the maintenance of the exchange rate. The new year opened with the dollar moving down sharply further against the main industrial currencies, and the rate against the pound was all but back to $2 when the U.S. monetary authorities announced and introduced a complete reversal of policy on Wednesday afternoon.

The U.S. Treasury has maintained until now that surplus countries like Germany and Japan should prevent the appreciation of their currencies against the dollar by stimulating home demand. The U.S. authorities have not until now intervened in the exchange markets but left it to other countries to bear the cost of intervention, even while arguing that the markets are behaving irrationally and that the dollar is fundamentally under-valued. But this week's decision is the culmination of a gradual change of attitude.

Bear squeeze

At the beginning of December there was a concerted attempt to talk the dollar up, which failed when the talk was unaccompanied by action. Then, just before Christmas, President Carter announced a couple of minor measures intended to help the dollar, which had little effect because they were stated to represent no real change of policy. This week, however, the Administration has decided to make active use of its own foreign exchange resources and the network of swaps with foreign central banks "to check speculation and restore order in foreign exchange markets." The move was well timed, a number of bears were clearly squeezed, and the dollar exchange rate recovered sharply.

That the U.S. has now acknowledged a joint responsibility for the behaviour of the markets is a welcome development, but it is too early to say whether and where the dollar rate will settle. The fundamental problem is the large U.S. payments deficit, which is not expected to fall much this year and which is largely due to very heavy imports of oil. This is due to the reluctance of Congress to accept the President's proposals for saving energy, which in turn throws some doubt on his other proposals for cutting taxation. It is in the general interest that the U.S. should seek to maintain its present rate of economic growth, but the weakness of the dollar has made it more difficult for other countries to reflate. Unless Congress is willing to act soon on oil imports, the choice may lie between continuing weakness, a lower rate of U.S. growth, and a hardening of the existing trend towards protectionism.

Interest rates

The U.K. authorities must themselves be relieved at the breathing space they have obtained. The pound was allowed to appreciate fairly freely to discourage a renewed inflow of funds that would have jeopardised control of the money supply, but too great an appreciation would have harmed the competitiveness of exports and produced strong pressure for a change of course. In fact, the readiness of the Government to let the rate rise will probably work together with the prospect of a handsome payments surplus (due to North Sea oil) to keep the pound fairly strong in any case. The fact that the U.S is now operating in the exchange markets does not mean that alternative means of preventing the pound from rising too far will no longer be considered.

Stimulation of demand in the coming Budget is likely, but the scope for it is limited—industry has revised its investment plans for 1978 downwards—if it is to produce more than a consumption boom. Further relaxation of outward exchange controls would be sensible if trade union objections can be overcome. The imposition of inward exchange controls is a possibility, but they would probably be no more effective in the long run here than in other countries which have experimented with them. Interest rates can be lowered to some extent, but too sharp a fall would threaten monetary control. In the event, the Bank of England saw to it that minimum lending rate fell by only ½ per cent. yesterday. At the beginning of the week, when the pound was racing ahead and the short tap was exhausted, a sharper fall seemed possible.

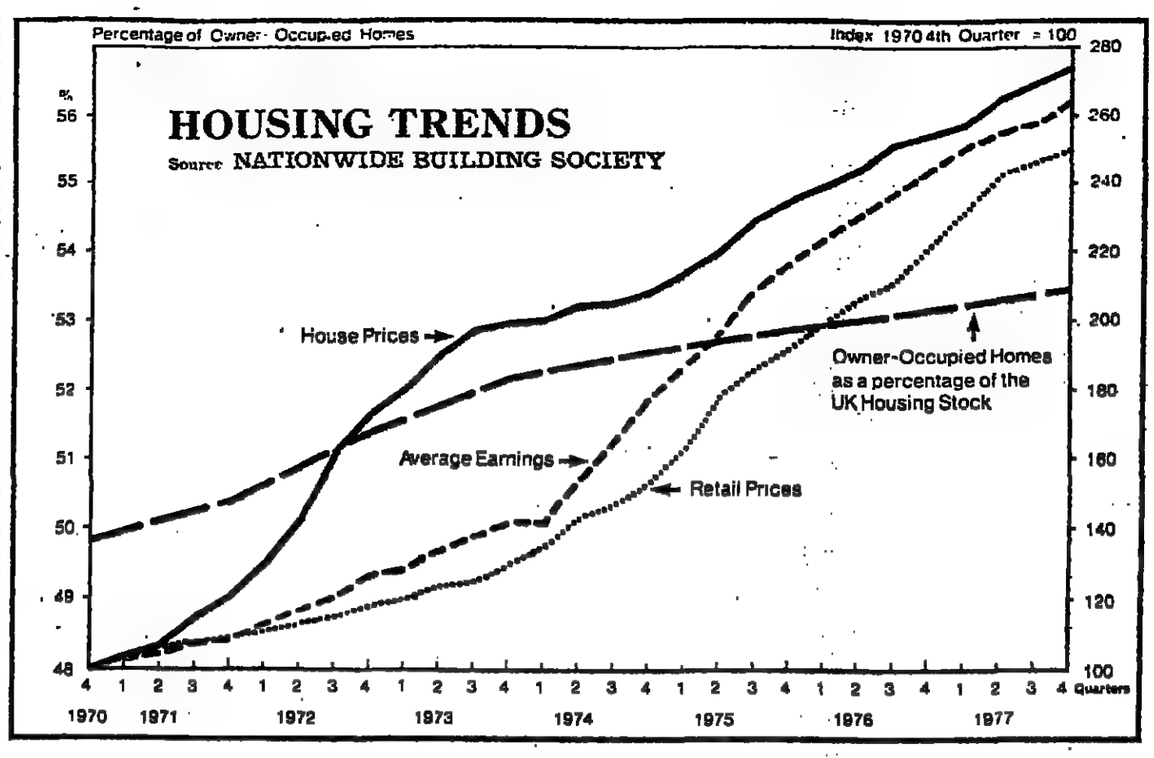
That cut, however, has already led to fresh reductions in the base and deposit rates of the clearing banks. It now seems virtually certain that a cut in recommended building society rates will be announced next week.

House prices pick up but a boom is unlikely

BY JOE RENNISON

AT THE height of the last house price boom in 1972—when in that 12-month period alone prices increased by an average of 47 per cent.—the phenomenon was witnessed by most of the population with the same kind of care that some would have given to the final stages of a horse race. Nobody was going to get hurt, the spectacle was fun and there was a kind of macabre fascination about who would win. There was a great outcry only at the end of the race when it was realised that nobody had won.

This time round—and there are plenty predicting that the same sort of thing is about to happen in the coming year—the prospect is viewed with alarm and despondency. It is a reflection in the change, not always salutary, that has occured to the national well-being and expectations since the traumas of 1973. During the price boom almost everyone, particularly if they owned a house, agreed that the rise was a good thing and there was little thought that anything could happen to rock the boat. The market crashed in 1973 simply through over-heating which was the natural course of events. The following oil crisis and depression which affected all walks of life and virtually all attitudes of businesses left a deep scar and nowhere was this more markedly shown than in the property market.



A healthy turnover

In the last part of 1977 it looked as though some kind of normality was finally returning to the house market. Prices had at last begun to rise—although still not keeping pace with the rate of inflation—and there was a healthy turnover in the market which had been absent since the loss of confidence in the previous four years. To talk about a rise in prices, however, still means a very slow increase in house prices in historical terms. The overheating of the market in the early 1970s combined with the decline in living standards of the following years still means that prices are rising at a moderate rate only.

Strangely enough the same ingredients for a boost to prices are here again but it is most unlikely that the rise will be of the same proportion as in the last boom. The building societies have more funds at their disposal than they ever had—far more than they had in 1972—real incomes are again beginning to rise, the mortgage interest rate is now back down to 9½ per cent. (with every prospect of being reduced by as much as 1 per cent. by next weekend) and the ratio of house prices to incomes is almost at the same level as it was in 1972.

Money is flooding into building societies at unprecedented rates. In the last few months of the year the monthly net intake was over £500m. a month and even December, traditionally a lean month for the movement, is expected to show net receipts of around £400m. This massive inflow, caused by an investment rate staggeringly out of line with other deposit rates, coupled with repayment of capital from existing borrowers has enabled the societies to fund home loans at the rate, by the end of the year, of almost £800m. a month.

During 1977 no fewer than 750,000 loans were made to borrowers by the building societies representing a cash commitment of nearly £7bn. This is the highest level ever reached but the coming year will no doubt see new records. Estimates given recently suggest that lending could be as high as £8.5bn.

This in itself could be seen as a classic recipe for disaster. And the Government is known to be concerned about this particular aspect of the situation fearing that such massive lending could fuel another house price spiral. But it is neither the beginning or the end of the story. The availability of building society funds in itself will neither hinder nor help a rise in prices. It can only accelerate the inevitable rise or fall. But the nasty (unwarranted) beating that the building societies took last time over the tear-away inflation in house prices has already been anticipated by the Chief Executive of the Anglia Building Society, Mr. Peter Wilkinson, who in his annual review stated that "Popular comment is already getting itself geared up in advance to lay the blame on building societies for price increases which are bound to grow in some sections of the market. It is forgotten that house prices depend simply upon the balance of supply and demand. Demand is strengthening as witnessed by a return of the gazumping phenomenon and the supply is not assisted any by an increasing shortage of rented accommodation.".

Ability to pay

Mr. Wilkinson has a good point but, while not wishing to diminish the status of the building society movement, they are not the be all and end all of the housing market. It is people's ability to pay for what they want which is the ultimate deciding factor. General price inflation at a time when incomes are held down pre-empts funds which otherwise might be available for housing. Thus, paradoxically, it can be argued that unless inflation is brought under control there is little prospect of prices rising a great deal beyond the 1977 level.

Although prices rose in 1977 at a higher rate than they have for the last four years there is little justification for thinking that the increase will accelerate into a boom spiral. Both the Nationwide Building Society index of prices and the Anglia Building Society suggest that in the last year prices rose by an average of about 8 per cent. There is strong evidence to suggest that most of the increase came in the second half of the year.

This naturally reflects the increased confidence in the economy as a whole and particularly the lowering of interest rates. Minimum lending rate at 15 per cent. at the beginning of 1977 ended the year at 7 per cent. and yesterday fell to 6½ per cent. This puts further pressure on the building societies to reduce their rate to borrowers and lenders and it is probable that this will happen and the Council of the Building Societies Association (BSA) when it meets next Friday will announce a reduction of 1 per cent. in the mortgage rate which began 1977 at 12½ per cent. and finished at 9½ per cent.

The sharp reduction in rates coupled with a sagging of income restraint should have given the boom merchants ample evidence for their predictions of a strong upturn in prices. But apart from the latest Government suggestions of a fourth phase to the pay policy, they ignore the fact that the erosion in living standards of the last three years will have to be reversed dramatically before prices can rise at anything more than a moderate rate. If in the coming months and a couple of years ahead we manage to earn and keep a lot more than we have in the last four years then prices will rise to meet the demand — a demand fuelled by increased real income.

Quarterly survey

The fact that record lending by building societies in the last year has not yet caused panic is evidenced by the latest quarterly survey of the state of the market by the Incorporated Society of Valuers and Auctioneers, published to-day.

As in previous surveys, the housing market was broken down into four different categories for analysis:

- Terraced and semi-detached houses up to £12,500.
- Semi-detached, detached and town houses/bungalows from £12,500 to £20,000.
- Detached and town houses/bungalows from £20,000 to £35,000.
- Individually styled residences over £35,000.

In each category, the price increase during the quarter has been greater than at any time since the "boom" years of the early 1970s but the figures are still regarded as "not unreasonable" bearing in mind the domestic property market's earlier failure to keep pace with the general rate of inflation.

In the lowest price range, the first category, the average increase was 3.2 per cent. and in the £12,500 to £20,000 category, prices jumped rather more at 5 per cent. In the higher price ranges, the third and fourth categories, the increases also showed signs of acceleration at 3.5 per cent. and 2.5 per cent. respectively.

Builders' costs

In the light of these figures an overwhelming affirmative response to the question "Are house prices now increasing generally?" was hardly surprising.

More than 90 per cent. of the agents questioned affirmed that prices were generally rising with forecasts on the rate varying from a cautious 2 to 3 per cent. up to 20 per cent for the coming year.

The view of an agent in Scunthorpe is typical: "Taking account of the fact that during the past two years, although inflation has dramatically increased the prices of many other items, the property market has not been affected to any major degree. It is, however, now becoming obvious from new prices received from builders for the early part of the New Year, that they are no longer able to absorb these increased costs."

But there is still insufficient evidence to suggest that prices will take off. The general opinion is that prices should move by no more than 2 or 3 per cent. more than they did in 1977.

The most disturbing feature for the future is the prospect for new house building. After reaching an all time low of new house starts of 137,000 in 1977 the prospect for the new year is for starts of 155,000. This is simply not enough to meet the demand. The problem is that builders cannot build at a sufficient profit: houses are unique commodities in that the price of a new product is fixed by reference to the second hand prices. Some improvement is necessary in the latter if the builders are to be encouraged, particularly as building land prices are rising steeply in some areas and this must affect the price of new homes in subsequent years.

Letters to the Editor

Mobility

From Mr. W. Whalley

Sir,—Ray Dafter (Jan. 3) reports on an impending tight oil supply position by the late 1980s. Every day numerous decisions are being made by individuals and governmental agencies at all levels, implicitly based on the opposite assumption, that the mobility of both goods and persons will continue as at present into the foreseeable future.

Surely it is time to grasp the nettle and to warn people that in ten years only, they will be facing a major reduction in mobility of all kinds, insofar as can be seen at present. A national plan to establish priorities and promote alternatives is called for. Dr. Kissinger stated that an oil embargo would be the equivalent of nuclear war. Surely a deepening natural stringency starting quite soon will have a similar effect.

Common observation shows that very large numbers of people travel long distances daily. Recent centralisation of local government has accentuated this tendency.

The major food producers of the world, both West and East are highly mechanised, an oil shortage can only be reflected in higher prices for food. We in this country are particularly vulnerable in respect of food, as so much is imported. Let us not suppose that North Sea oil will insulate us from any stringency, for sure we shall be obliged to export the oil in order to buy food.

W. C. R. Whalley,
105 High Street,
Hungerford,
Berks.

Pensions

From Mr J. Morris

Sir,—Hooray for Mr. Froggatt (December 24) who is to receive an occupational pension and the new state pension that accrues from April! If the combination of these two benefits produces an end result which is competitive with pensions offered to other people in his position then there is nothing remarkable in his letter.

In fact Mr Froggatt says he does not expect this to be the case and that it is "probable" that for "the majority of employees" a similar combination will produce benefits which are greater than those from a pension scheme contracted-out of the State Scheme. This is surely not true. The reality is that most employees will receive an overall pension (whether contracted-in or out) which is competitive within their industry and within the area they work.

If there are any differences in pensions these will be because employees have chosen smaller rewards now in return for a greater benefit at retirement rather than because their employer has chosen to participate in the State Scheme instead of contracting-out.

J. E. T. Morris.
3a, The Avenue,
Clifton, Bristol.

Mergers

From Messrs. C. Adamson and C. Pratten.

Sir,—In "Mergers—a riposte" (December 30) Gay and Geoff Meeks (G&GM) persist with their claim that their own and other studies provide evidence that efficiency gains are not a typical outcome of mergers, and in conjunction with doubts about the effect of mergers on competition, justify a change in merger policy.

A quote from one of the studies they refer to recognises our point. "Any attempt to investigate the effects of mergers on the performance of firms has to acknowledge the basic limitation that in the absence of mergers the record of the firms may have been quite different." A control group must be used which covers the same time period as that studied. Adjusting profitability figures by utilising industry group averages does not suffice because there could have been systematic changes which, for example, favoured the largest companies (not synonymous with companies of greater than average size) over the smaller. Our evidence, which was not rebutted by G&GM, suggests that such changes did occur.

The restrictions on multiple acquirers specified by G&GM imply that a company has to have a four-year period free of other mergers to be included at all in Disappointing Marriage's analysis and a seven-year period to be included in the analysis which shows a significant decline in profitability for merged companies. It is thus not possible to claim that merger intensive companies (frenetic acquirers) are included in DM's analysis or that there may not be a bias towards selecting companies with "bad experience of one merger."

G&GM now stress the pre-merger rising trend of profitability of the merged companies. Three years, however, is a very short period for establishing a trend. More seriously, profits of the acquired companies fell prior to merger, and the pooled pre-merger profitability for merged companies only rises after an arbitrary adjustment to exclude outliers (DM p. 221). Companies may time takeovers to coincide with a period of rising profitability (and hence a high share price). And surely it is necessary to carefully adjust for changes in the book valuation of tangible fixed assets after mergers before claiming evidence of a decline in profitability.

G&GM's views on competition are also surprising. Competition in manufacturing industry has probably not decreased over the years of merger activity, but has been greatly strengthened by the mushrooming of international competition.

Finally, we accept that it would be ideal to permit only "good" mergers, but this seems naive. Fortunately managers and capitalists will have learned from the experience of past mergers and will apply this knowledge when sifting proposed mergers in the future.

Clive Adamson and Cliff Pratten.
Trinity Hall, Cambridge.

Fairness

From the Hon. Secretary, South West Herts. Post Office Advisory Committee

Sir,—Mr. P. H. Young, of Post Office Central Headquarters (January 3) accuses me of being less than fair and of departing from the facts. He also claims that the Post Office "never at any time 'promised' to build a sorting office on a site close to Watford Junction Station." Let me refute that claim first.

The redevelopment plans for central Watford published in March, 1964, show the future site of the head post and sorting offices as continuing on the south side of Clarendon Road, about 150 yards west of Watford Junction Station. On May 15, 1964, the (then) Watford Head Postmaster issued a statement: "Watford's sorting office will be transferred temporarily . . . from the old Clarendon Road premises to the newly adapted one in North Watford . . . the old Clarendon Road office . . . is to be rebuilt" which "may take four to five years." If that is not a promise, what is it?

I am accused also of having suggested that a sorting and administrative head office commands the same siting priority as premises with counter services. Where and when have I made this suggestion?

F. P. Thomson.
39, Church Road, Watford.

Taxation

From Mr. D. Brooks.

Sir,—Financing the increased amount of debtors caused by inflation has to be achieved from after-tax profits or new finance. It cannot be claimed as an expense against corporation tax and financed from the tax saved, as Mr. Cole asserts (December 31).

If he implies that extra turnover necessarily brings better profit percentages then that too is wrong, because the greatest efficiency of a business unit depends on an optimum size which varies from industry to industry. Ask some of the big businesses if their latest extra turnover brought a better profit percentage.

Capital expenditure on say the bricks and mortar of a new office building has to be financed from after tax profits or new finance: there is no relief for it from corporation tax. As to stocks, many businesses have none of any consequence, especially labour intensive industries. Indeed at the present time of high unemployment a serious fault of this tax is that relief is given if labour saving equipment is introduced, but you are taxed to the maximum if you only employ more people.

Small companies are reluctant to allow such a serious matter as rendering accounts to the customers they know personally, to pass to an impersonal factoring company. The cost of factoring would make the whole project even less worthwhile and prevent it starting in the first place.

The disincentive of the 68 per cent. band affects the small company approaching it much more than the big company which is beyond it. The effect on companies of having different tax bands is not the same. The company which made £1m. profit views a prospective £250,000 growth at 52 per cent. corporation tax entirely differently, and from a higher amount of retained earnings base, than the £40,000 profit company facing that same growth but at 68 per cent. corporation tax, and from a smaller retained earnings base.

This is what the correspondence has been about and Mr. Cole shows he has appreciated the point by writing that "what Mr. Brooks is trying to say is that the corporation tax rate of 42 per cent. should become 52 per cent. at a given point, without the relief on profits below that point being clawed back,"—which clawback creates a 68 per cent. band. That is exactly what I am saying and am glad Mr. Cole agrees on the fundamental point. The tax should be abolished.

David Brooks.
Greenways, The Drive,
Belmont, Surrey.

Tribunals

From the Chairman, British Legal Association.

Sir,—I feel that Commander Brian Raincock, managing director of Employers' Protection Services (January 4), goes too far in claiming that "unfair dismissal hearings at industrial tribunals have become in effect trials of employers and management," but I agree with him that in some cases irrelevant matters and hearsay evidence are admitted without regard to the rules of evidence; rules designed to bring about a fair trial. In my experience and from the collected experience of others, it appears that the way in which proceedings are conducted as between one tribunal and another varies far too much. While one tribunal chairman will apply the rules of evidence, for example, another will not, despite the clear words of the judgment by Mr. Justice Kerr in July 1977 in the reported appeal in Lawrence v. London Borough of Newham.

It is, I suggest, the absurd degree to which some tribunals attempt to introduce informality coupled with the fact that the majority of each tribunal is made up of laymen, which combined to give the impression which Commander Raincock has received. An industrial tribunal has to decide often complicated matters of fact and law, a situation which does not lend itself to informality if justice is to be done to both parties.

Very recently I have been told by an official of the Employment Appeal Tribunal, the appellate court so far as industrial tribunals are concerned, that a copy of the notes of evidence taken by the industrial tribunal appealed from can only be made available to an appellant as "an indulgence." Have none of these officials read George Orwell's "1984"? Matters would be improved if legal aid was made available to applicants so that with the spread of Employers' Protection Services polices for employers, both parties would be legally represented in most cases with a corresponding improvement in standards of advocacy before tribunals and in the administration of justice

S. P. Best.
29 Church Road,
Royal Tunbridge Wells, Kent.

Fast

From Mr. K. Cummings.

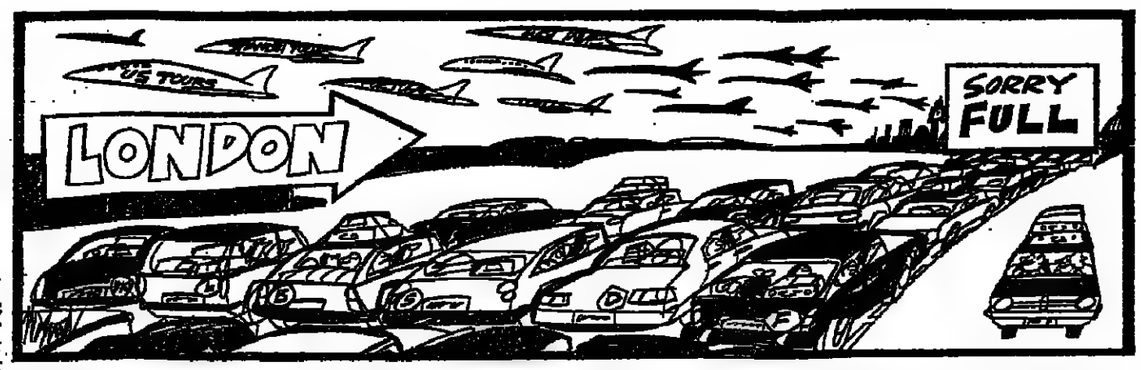
Sir,—As a footnote to Nicholas Owen's article "Murder on the Buffet Express" (Dec. 23) it may be added that another vestige of the pre-war timetables will bite the dust with the introduction of the May, 1978 services.

No longer will there be non-stop trains between Victoria and Brighton, every hour, on the hour, as there have been since electrification in 1933. Instead there will be a "fast" train at ten minutes past the hour calling at East Croydon. Changing travel patterns may warrant the alteration, but the remaining glamour of this famous line will be lost for ever

K. T. Cummings.
5, Moor Court, Bournmoor,
Houghton-le-Spring,
Co. Durham.

Sterling catches the holiday spirit

BY ARTHUR SANDLES



THE CHIEF executive of a medium sized British tour operator was wandering obviously worried through the corridors of a conference centre in Lisbon a few weeks ago where the U.K. travel industry was having its annual gathering. He needed an aircraft, almost any aircraft, for a charter series in the summer of 1978. He was not the only one. Several companies have been searching for jets to carry the increased amount of traffic that many pundits are predicting for next summer.

At the moment it looks as if the customers will be there; the hotels will be there; but the charter jets to bring the two together will not be available. The British medium haul charter fleet no longer is big enough to handle a major increase in demand for foreign holidays. Dan Air ("the shortage is severe"), Laker ("it is desperate") and British Airways ("it will particularly hit the smaller operator looking for part charters") are among the airlines confirming that they cannot meet demand from tour companies.

For the tour groups themselves this is not entirely bad news. Artificial restraints on competitive expansion mean that many operators will be running at pretty well full capacity this year. This, combined with the fact that the passengers will be full fare payers means it could be a profitable year, even if not one in which the market grows spectacularly.

Last summer was one in a series which the travel industry would like to forget. A price war erupted in the early summer because holidays were not selling well. Perhaps it was the fine British summer of 1976, or perhaps it was just that the British were basically still too broke to fly anywhere, but predictions of a recovery appeared to go sadly wrong. There was a sudden revival towards the end of the summer, but it was not enough to reverse the overall position. In May and June of last year cheap flights to various European destinations were widely promoted, with scant regard for the intent of the licensing regulations even if they fell within the letter of the rules.

Full price

Cheap tickets are likely to be much less in evidence this year than last. The supply is unlikely to dry up completely, but anyone searching for cheap flights to the more popular centres at the height of summer is likely to be disappointed. Tour companies and airlines are in business to get as much revenue per passenger as possible, and are not likely to indulge in charitable offers if they can sell everything at full price.

Clearly the message has got around. This time last year business was remarkably sluggish, and people were talking about the long Christmas and New Year holiday holding up decision making; now there is a rush to make reservations. Horizon Midlands, which is dropping the "Midlands" part of the name for marketing purposes, last week managed to take 4,000 bookings on one day—a record for the company. All the major operators are finding the most popular destinations filling up fast for the summer months. Warnings from the Consumers' Association that people would be well advised to book later in the winter, when escape clauses in tour operating small print become inoperable, are obviously being brushed aside.

Various reasons are being offered for the boom. Clearly the rising international value of sterling has played a part. The appreciation against the peseta, the lire, the escudo and, of course, the dollar, may have been counteracted somewhat by inflation in one or two of those countries, but the traveller believes that he will get more for his pound. Weather is another factor. Just as the hot summer of 1976 depressed the foreign travel market in the first half of 1977, so the rains of last summer here encouraged more Britons to look abroad this year.

In spite of the reversal of the fortunes of the pound, it is probably naive to believe that any tour operators will be giving refunds this year, in spite of the sudden rise of sterling. The tour companies argue that in their attempts to stabilise prices most of them have bought substantial quantities of currency forward, and are therefore committed to exchange rates less favourable than those available now on the spot market. Besides devaluations are frequently followed by immediate demands for more money from hoteliers—Spain was an example.

At first glance Spain emerges as the country with the most attractive change in exchange rate for the British, and there is little doubt that the Spanish tourism industry will benefit considerably. However, Spain has one of the highest inflation rates in Europe and the traveller who is delighted by the number of pesetas he collects when he goes to the bank, may be less pleased by the number he has to part with when he buys a meal. Labour costs have rocketed and many hotels have turned to self service for meals in an attempt to hold costs to a level which tour companies feel keep them marketable. None the less Spain will probably consolidate its position as the main destination for British holidaymakers in 1978.

Oddly enough one of the fastest growth areas for tourism from the U.K. is one of the longer haul routes. A considerable effort is being put into marketing the U.S. in Britain during the next few months. Britain already is the biggest single overseas customer for the mainland U.S. as far as tourism is concerned (Japan sends more tourists if Hawaii is included). More than 500,000 U.K. residents went to America last year.

The U.S. is one of the few major destinations which was not seriously affected by the overall down-turn in British tourist travel. This year a still larger number of tour operators are offering trips which, in comparison with destinations a similar distance away, such as the Middle East, or Africa, are surprisingly inexpensive. The profusion of tours on offer indicates that the market has shifted somewhat from the days when the U.S. was regarded mainly as a business, or relative-visiting, destination rather than a holiday spot.

The appeal of the U.S. is further demonstrated by the way in which air fares across the Atlantic have been tumbling. Mr. Freddie Laker's appearance on the scene has produced a confusion which may be alarming airline accountants, but makes U.S.-U.K. routes something of a buyer's market at the moment. Even Mr. Reg Pycroft, who heads Jetsave and is a dedicated rival of Mr. Laker's in the low-cost air travel field, expresses delight and admiration for what his opposition has done: "He has made people aware of how inexpensive it is to get to America." Mr. Pycroft, like others in the Atlantic passenger business, is taking remarkably high forward bookings, and increasingly selling onward packages to people who are discovering the U.S. as a tourist destination.

Fat years

There is a similar recovery of the Caribbean market as far as the British are concerned. Much of the area is dollar-linked and destinations such as Jamaica have also devalued. After the fat years of the 1960s many Caribbean islands have begun to learn that if tourists are overcharged for too long they go elsewhere. In the early 1970s the Americans started to go to Spain and Hawaii, and the Europeans looked to Africa and the islands of the Indian ocean. Now the Caribbean looks tempting again—and destinations like the Seychelles are apparently catching Caribbean price fever.

The major worry about the currency changes is, of course, that Americans will travel abroad even less now that the dollar is worth less. Obviously that is of some importance to the U.K., where tourist income is a significant contributor to the economy. Figures produced by the British Tourist Authority last week suggested that tourists spent £750m. alone on shopping in the U.K. The shopkeepers in Oxford Street reckon that £250m. of this was spent in their stores.

American travel abroad has been wobbly for the past three years, partly because of the domestic recession and inflation in resort areas, but also thanks to determined efforts by the American tourist industry itself to get Americans to stay at home. The weakening of the dollar can only strengthen this trend and few people seem to expect a resurgence of U.S. travel abroad this year.

A glance at the currency exchange levels again will show that this is but one black spot for incoming tourism in an otherwise fairly rosy picture. Exchange rates for most of the travelling nations, notably Germany and the Benelux countries, have remained pretty stable. There is, therefore, good reason to think that the residents of those countries will continue to consider Britain a good bet for holiday making.

It is an encouraging sign that European tourists are increasingly taking to the by-ways in Britain. Foreign number plates are to be found in ever growing numbers in the car parks of small country inns, on the coastal caravan sites, and stuck with the British themselves in the traffic jams to the West Country.

Where London is concerned, there has already been some doubt expressed whether the capital can handle many more tourists, particularly those demanding de luxe and first class accommodation. During the past two years the one-time oversupply of luxury hotel accommodation in London has become one of desperate shortage. This has pushed up hotel tariffs and caused a call for another round of hotel building. Meanwhile, London might do with a year of minimal growth in its up-market travel and open its arms to the European visitor who wants less plush accommodation which, it is claimed, still was in ample supply in the peak of last summer's tourist flood.

Currencies

It therefore appears that Britain can hope for the best of both worlds in the coming months. The pound is strong against the currencies of the countries that they most frequently visit; and with the exception of the U.S. the countries that send them most tourists also have strong currencies.

It is almost inevitable, however, that a solid and broadly based revival of the fortunes of sterling would have an impact on incoming traffic. The Swiss, the Austrians and the Germans have already discovered that.

HOW EXCHANGE RATES MOVED

(Units of local currency per pound)

	July 1977	Jan. 1978		July 1977	Jan. 1978
Austria	28.30	29.00	Netherlands	4.24	4.36
Belgium	61.85	62.90	Norway	9.15	9.83
Cyprus	0.75	0.73	Portugal	66.13	76.15
France	8.41	8.99	St. Lucia	4.64	5.18
W. Germany	4.00	4.03	Seychelles	13.33	13.33
Greece	63.45	65.71	Spain	119.75	155.10
Italy	1,522	1,670	Switzerland	4.19	3.81
Jamaica	2.15	2.39	Tunisia	0.73	0.77
Malta	0.73	0.75	Turkey	30	34.70
Mexico	39.56	43.20	U.S.	1.72	1.92
Morocco	7.55	8.15	Yugoslavia	31.42	33.70

Rates based on World Value of the Pound table published in the FT, on Tuesdays, using the first Tuesday of each of the months concerned. The rates quoted are normally those available for large dealings. Tourist rates are usually less favourable.

LABOUR NEWS

Mersey dock talks fail to end strike

BY PAULINE CLARK, LABOUR STAFF

An early end to the three-week-old unofficial strike by Liverpool dockers seemed doubtful yesterday after local arbitration talks failed to produce a peace formula.

The strike—the first significant industrial disruption in the Merseyside port for more than four years—spread to a major part of the workforce earlier this week in a row over 60 men who forfeited their pay over the Christmas period for absenteeism.

Talks between a port employers arbitration committee and shop stewards representing some 4,000 strikers in the Mersey Docks and Harbour Company broke up yesterday after only an hour.

The shop stewards will report back to other union leaders in the company to-day when a decision will be made on whether to recommend a return to work to a mass meeting of strikers on Sunday. Efforts may now be made to seek support from 2,300 men in independent stevedoring companies so far unaffected.

Last night the two sides seemed entrenched in their respective positions. The company reiterated its view that men should not be paid while they are absent from work. It also strongly denied the strikers' claim that it had broken a joint agreement in a subsequent re-allocation of work to the dock gangs.

Strike leaders claim that the industrial action, which has now affected nearly 30 cargo ships in the port, stemmed from the "high-handed" action of a supervisor.

Mr. Dennis Kelly, chairman of the shop stewards' committee, said yesterday that the pay of two gangs had been stopped over Christmas when they left their shift half an hour early because of transport problems.

The supervisor had then organised fresh gangs on the quayside, contrary to correct procedure. "They herded them up like cattle, as in the old days, instead of through the control where the right men with the right skills are allocated the right jobs," Mr. Kelly claimed.

The company argues that under the agreed rules on work allocation, it is recognised that transfer of work must be at the employers' discretion, according to requirements and in the interests of efficiency. The rules were followed "faithfully."

Boilermakers terminate Swan Hunter agreement

MORE PAY troubles heaped up last night for Swan Hunter. The 3,500 boilermakers in the Tyne shipbuilding yards served 14 days' notice on the management to end their present working agreement.

This is their reaction to their pay differentials being eroded by the recent £5.40 "fair wages" award to the consortium's 1,700 outfitters and the prospect of the outfitters jumping well ahead of them in earnings later this month when their Phase Three settlement falls due.

The outfitters are negotiating with the management to settle their claim for pay parity with the boilermakers and lift their 19-week-old overtime ban in the hope of still saving part of the Polish ship order for the Tyne.

One report last night said the outfitters had been offered £1 on top of the £5.40 to settle.

But Mr. Bob Glass, district official of the Boilermakers Society, said the outfitters could be £7-£8 a week ahead of his members after getting their Phase Three settlement.

Mr. Glass insisted that the boilermakers were not against pay parity with other trades, but if everyone was to be on the same rate then so far as the boilermakers were concerned it meant one man doing one job and not helping out with others.

Wages council backs 13%

BY OUR LABOUR STAFF

MINIMUM WAGES for about 300,000 workers in the retail food industry are to rise by up to 13 per cent., despite Government objections that the increases are outside its pay guidelines.

The Department of Employment objected to the proposal by the Retail Food Trades Wages Council to increase the statutory minimum rates of workers in the industry by between 11 and 13 per cent. after it was put forward on December 9.

Although wages councils allow a statutory period of 14 days for objections to be lodged, it is rare for them to change a proposal and, in this case, the council decided to go ahead.

Since the Employment Protection Act of 1975, Government Ministers have no power to veto decisions of a wages council, which are legally binding.

The Department of Employment pointed out that wages councils fix only basic minimum rates, and that these never amount to more than £40 a week.

Safety ship men sign deal

THE FIRST formal union agreement covering North Sea oil rig safety ships was concluded yesterday in Aberdeen between the National Union of Seamen and Safetyships, a subsidiary of Christian Salvesen (Oil Services).

The agreement covers two of the North Sea's newest multi-purpose standby ships, the converted stern trawlers Harlaw and Kilsyth, built at Manchester dry-docks at a cost of £400,000 each.

Mr. Harry Bygate, Aberdeen secretary of the union, said: "This is a breakthrough, being the only British safety boat agreement for the North Sea. The union is recognised, and we have a satisfactory wages and conditions agreement, as well as a one-on, one-off leave system.

Traffic-level forecast methods criticised

BY IAN HARGREAVES, TRANSPORT CORRESPONDENT

CRITICISMS of the methods used by the Transport Department in forecasting traffic levels and assessing the value of road-building schemes are contained in a report to be published next week.

The Leitch Committee will tell the Government that it is paying insufficient attention to non-road solutions to transport problems, that its forecasting methods often have overestimated future traffic flows, and that its cost-benefit analyses contain significant omissions and are unbalanced.

The committee was set up by the Government last February under the chairmanship of Sir George Leitch, chairman of Short Brothers and Harland, after criticism about the department's methods at public inquiries into road schemes.

On the question of public hearings, the report criticises the unnecessary complexity of departmental presentations and says that supporting documents on a project should be freely available to those affected by a scheme.

But, the most basic attack on departmental practice is directed against its use of simple extrapolatory techniques for forecasting traffic flows. The committee recommends a switch to what it calls a causal model, into which could be built critical policy assessments of such variables as future fuel supplies or changes in public attitude.

It says the actual cost-benefit technique is sound, but criticises the department for failing to apply similar analysis to possible alternative transport solutions such as rail.

In addition, the cost benefit analysis should be set in a wider framework and, in particular, should be made more sensitive to environmental factors. Although the final decision between a particular scheme and a "do-nothing" alternative inevitably would be a matter of personal judgment, at least a full presentation of alternatives would have been made.

Other main points

The department is criticised also for not checking the accuracy of its traffic calculations by doing before-and-after studies. Such a programme should be implemented immediately.

Other points from the report:

- Reliance should not usually be placed on the argument that trunk roads are critical to regional economic development;
- More research should be done on the effects of road building on land use;
- Consequences of a new road for other forms of transport should be assessed;
- Schemes in the programme should carry a merit ranking a number of values, such as loss of time, fed into the cost-benefit analysis and should be reassessed;
- Traffic counts should not be carried out in August, but in April or October or both;
- Noise contour maps should give more information about alternative schemes;
- Effects on local employment, loss of agricultural land, severance of communities and loss of the "intrinsic value" of an area should be more carefully measured; and
- design standards should be made more flexible, the workings of the department's £6m. regional highway traffic computer model should be subject to outside scrutiny.

Limit on public spending growth to be set at 2%

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE GOVERNMENT'S intention to limit the growth in public spending to about 2 per cent. a year in real terms from now until the early 1980s will be disclosed in detail at the end of next week.

The full plans for 1978-79 until 1981-82 were finally agreed by the Cabinet just before Christmas and will be disclosed in the annual Expenditure White Paper next Thursday.

This probably will be about 120 pages long, judging by last year, and give details of individual spending programmes.

In addition, there will be close interest in the capital spending and financing plans of nationalised industries for the financial year 1978-79. This applies especially to the British Steel Corporation whose borrowing in the current financial year has tested its cash limit ceiling.

The spending plans have been agreed with almost none of the lengthy argument which characterised the Cabinet debate leading up to the series of cuts in 1976.

Most, but not all, of the cuts in public sector investment plans for 1978-79 made in July and December, 1976 have been restored, as was indicated last October. But this still implies a much lower level of public sector investment in 1978-79 than in the mid-1970s.

The Cabinet has accepted that the growth in public spending should be relatively modest, although Mr. Denis Healey, the Chancellor, hinted recently that there might be scope for some additional spending to be announced in the Budget.

However, this is unlikely to make a significant difference to the fact that the present projected growth in public spending in real terms will be lower than the forecast expansion of the economy as a whole.

It is necessary, however, to take into account the relative price effect—the fact that public sector costs, notably wages, may rise more rapidly than costs and prices in the economy generally. Consequently, the projected share of the public sector in the Gross Domestic Product at market prices may decline only slightly, and could stabilise after the sharp fall in 1977-78.

The plans for the later years will be provisional anyway and reviewed again in the normal way this summer.

Actuaries estimate Post Office pension fund deficit at £1.7bn.

BY ERIC SHORT

THE POST Office Staff Superannuation Fund, the largest pension fund in the U.K., has an actuarial deficiency of more than £1.7bn., according to the annual report for the year to March 31, 1977, published yesterday.

The report revealed that the actuarial valuation made by R. Watson and Sons, consulting actuaries to the fund, as at March 31, 1976, amounted to a deficit of £1.92bn. in respect of past service liabilities. The Post Office paid off £205m. of this deficit in the year under review.

This deficit arose when the Post Office became a nationalised corporation, instead of part of the civil service. This meant pensions for employees switched to a funded basis from a pay-as-you-go system, causing a massive liability in respect of past service pension rights.

The recently published Carter report on the Post Office analysed the position thoroughly and questioned the need for such a large fund.

The report shows that the value of the fund increased by £330m. to £1.22bn. during the year and that £174m. was paid to more than 150,000 pensioners and other beneficiaries.

The fund managers invested £97m. in U.K. and overseas equities during the year, bringing the market value of the equity holding to £555m. The fund invested heavily during the depressed market conditions surrounding the IMF negotiations. A further £51m. was invested in gilt-edged securities, bringing the market value of this portfolio to £129m.

The fund's other major investment area was property, in which nearly £61m. was invested during the year. The programme of improving the quality, balance and geographical spread of the portfolio was continued. The main emphasis was placed on office and shop properties. This took £33m., with £13m. being put into industrial holdings, nearly £6m. in agricultural land and £9m. in North America.

Economic Diary

MONDAY—House of Commons reassembles after Christmas recess. Mrs. Margaret Thatcher, Opposition Leader, addresses Scottish Conservative Party industrialists' conference, Glasgow. Sir Charles Villiers, chairman, British Steel Corporation, speaks at Coal Industry Society lunch, Hyde Park Hotel, S.W.1. Cutlery industry delegation meets Ministers for talks on Government support. Wholesale Price index (Dec.-prov.). BP statement on motor sport.

TUESDAY—Meeting of craftsmen's committee at British Leyland. Hire purchase and other instalment credit business (Nov.). Provisional figures of vehicle production (Dec.). Housing starts, completions and renovation grants (Nov.). Retail sales (Nov.—final). Third-quarter figures for personal income, expenditure and savings; gross domestic product; and appropriation account of industrial and commercial companies and net acquisition of financial assets. White Fish Authority statement on Fisheries of the European Community report.

WEDNESDAY — South Wales miners' delegate conference on productivity deals, Bridgend. London clearing banks' monthly statement (mid-Dec.). U.K. banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Dec.). Central Government financial transactions (including borrowing requirement) (Dec.). Mr. Roy Mason, Northern Ireland Secretary of State, at American Chamber of Commerce luncheon, Savoy Hotel, W.C.2. Mr. John Silkin, Minister of Agriculture, speaks on Britain in the EEC, National Liberal Club, S.W.1.

THURSDAY—Fire brigades conference meets to vote on call to end strike. National Union of Mineworkers executive meets.

FRIDAY — Building Societies Association to discuss mortgage interest rate. Building Societies receipts and loans (Dec.). Usable steel production (Dec.). Sir Jeremy Morse, chairman, Lloyds Banks, speaks on Scottish Economy, North British Hotel, Edinburgh.

COMPANY NEWS + COMMENT

Hollow ware closure at Burco Dean

IN A MOVE which highlights the difficult market prevailing for hollow ware, Burco Dean is to close its Hague and McKenzie subsidiary which markets a wide range of pots and pans under the Eastham Pyramid label. Manufacturing will cease in the spring and the assets and property sold off.

The move comes less than a year since Burco announced a new enamelware and Continental range, which was expected to boost market share in an industry suffering not only from competition from the U.K. leaders such as BSR but also from Spanish and Italian imports.

Despite the new range Hague lost £227,000 in the year to September, its second year of losses. Closing it down and selling the assets will help to reduce bank borrowings which will probably be marginally higher in the next balance sheet (due out at the end of the month) than last year's £2.6m. Hague's assets stood in the books in 1976 at some £700,000.

The news of the Hague losses also puts a different complexion on the group's recovery announced in December. Pre-tax profits recovered to £1.1m. from a mere £440,000 last year. It now appears that the new range of fitted kitchens and cooker hobs has been particularly successful and that sales of tumble driers may have been better than expected.

Next year's figures should continue to show improvement, according to the statement made by the chairman last month though there will now be a terminal loss from Hague—described as "not material"—following the sale of the assets. The loss will be treated as an extraordinary item.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Geevor Tin Mines .....int.	8.42	Feb. 24	5.3	—	18.05
Robert H. Lowe	3.03	Mar. 14	2.62	3.9	3.49
Pontins .....int.	1.41‡	Apr. 27	1.65	1.41	1.69
Stead and Simpson ...int.	0.46	Feb. 17	0.41*	—	1.59*
D. C. Thomson	19.64	—	18.34	19.04	19.34

Dividends shown pence per share net except where otherwise stated.
* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ Including supplemental 0.0254p.

Robert H. Lowe advances

ON TURNOVER for the year to October 28, 1977 of £4.92m. against £3.6m., pre-tax profits of clothing manufacturers Robert H. Lowe and Co. advanced from £353,273 to £440,333.

At midway when the profit rise was from £169,113 to £333,865 the directors said that the order book for the second half was healthy and provided the economic climate remained favourable they looked forward to another satisfactory year's trading.

Yearly earnings per 25p share are given at 12.92p (10.32p) and the final dividend is 3.025p net for a 3.9p (3.492p) total.

Standstill at Stead & Simpson

TURNOVER excluding VAT of Stead and Simpson expanded by 19.5 per cent. to £10.67m. for the half year to September 30, 1977, but after higher net interest charges of £55,000 compared with £15,000, pre-tax profits were only 1.3 per cent. ahead at £956,000.

Turnover of the motor trading side advanced by 33.5 per cent. to £4.05m. and trading profits were 61.9 per cent. better at £170,000. Footwear retailing turnover was up 12.3 per cent. to £6.61m. but trading profits fell by 1.5 per cent. to £841,000.

The directors say that third quarter turnover has shown an increase of 24.9 per cent. for footwear and 25.1 per cent. for motor trading.

The interim dividend is effectively raised from 0.4125p to 0.46p net per 25p share costing £132,480 (£118,800). Last year's total was equal to 1.8884775p after the one-for-three scrip issue. Pre-tax profits were a record £1.89m.

	Half year 1977 £000	Half year 1976 £000	Year 1976-77 £000
Group turnover* ...	10,667	8,924	18,306
Footwear ...	6,613	5,887	12,069
Motor trading ...	4,054	3,037	6,437
Trading profit	1,011	969	1,918
Footwear ...	841	854	1,589
Motor trading ...	170	106	334
Interest charges† ...	55	13	27
Pre-tax profit	956	944	1,886
Tax	487	491	946
Net profit	430	453	940

* Excluding VAT. † Less investment income.

Fall seen by S. Heath

DESPITE AN uplift in taxable profits at Samuel Heath and Sons from £174,000 to £264,000 for the half year to September 30, 1977 the directors say that the strength of sterling is now eroding margins and the company's position in export markets.

Also production budgets are not being achieved and indications are that the second half will produce a relatively poor result with the full year's profit, they say, almost certainly being less than the £542,083 for the 1976/77 year.

Turnover for the six months was ahead from £1m. to £1.3m. Tax took £137,000 against £90,000 leaving a net profit of £127,000 (£84,000). Last year's dividend was 2.90588p net per 50p share.

The company manufactures brass and other metal products.

Expansion strategy at Oliver Rix

MR. A. K. L. STEPHENSON, the chairman of Oliver Rix, tells shareholders that while not disregarding the fact that continuing consolidation is required to maximise the benefits already achieved and the potential of the group, particularly the motors division, the time has come when carefully considered expansion of the company's network is an essential element of its future strategy.

As reported on December 13, in a full preliminary statement, for the year to September 30 the company turned in pre-tax profits of £132,020 compared with a loss of £76,825. Turnover fell slightly from £26.9m. to £23.8m.

This expansion policy is encouraged and supported by both the company's bankers and suppliers, and is vital, the chairman adds, if the directors are to recommend future dividends.

Mr. Stephenson says that the company achieved trading profits for the first time in three years and that borrowings have been reduced by a further £0.8m. showing a reduction over the last two years of £2.1m.

On September 30 Acons Nominees held 12.5 per cent. of the equity, on behalf of Lombard North Central.

Meeting, Bath, on February 6 at noon.

H. Wigfall slumps to midway loss

INCREASED COSTS coupled with pressure on profit margins at Henry Wigfall and Son resulted in a loss of £353,000 for the 28 weeks to October 13, 1977, compared with a profit of £464,000 last time.

Mr. F. C. B. Morrell, the chairman, says that the difficult trading conditions experienced during the 1976-77 year, when a lower profit of £1.09m. (£1.41m.) was reported, continued in the first half of the current year.

The policy of increasing turnover produced an uplift of 19.4 per cent. to £15.67m., he states, and with the containment of costs and turnover levels being sustained, the company is now trading profitably. He is confident of a sufficient second half surplus to expect to return an overall profit for the full year, given only a reasonably stable economic climate.

The dividend for last year was 4.8425p net per 25p share.

● comment

Wigfall's first-half results—£0.8m. turnround to losses—have followed the same pattern as other high street electrical retailers. In a similar period, the retail division of Electronic Rentals incurred a £40,000 loss on sales of £2.66m. The problem basically has been lower consumer spending (hitting sales of such items as colour television sets, refrigerators and audio equipment) and the effects of competition from the large discount stores. The integration of Loyds probably accounts for much of the one-fifth increase in sales but there is also an element of new business in the rental division, which accounts for about 40 per cent. of turnover. Apart from a small upturn in trading just before Christmas, trading in the second half so far has continued flat but the company is now trading profitably, and a second-half outcome similar to the comparable period of last year is possible. That would put the shares, at 130p on a p/e of 28 (nil tax charge) while the yield is 4.9 per cent. on an unchanged dividend.

Gilts boom boosts jobbers bonus

OPERATION OF the profit-sharing scheme of Akroyd and Smithers, the large London stockjobbing concern, in a year of more than doubled profits strongly boosted the pay of the company's employees in 1976-77, the annual report and accounts show.

No fewer than six directors and 35 other employees received gross remuneration of more than £20,000 in the year to September 30, 1977, when pre-tax profits of the group—active in the booming gilt-edged market—jumped to £15.5m. from £7.2m. The average remuneration, allowing for the profit-sharing money, of the 358 employees (including those taken over with Stocken and Lazarus) in 1976-77 was £9,945, compared with £6,973 for 333 in the previous year.

A spokesman for the company said last night that salary increases had been restricted in accordance with the pay policy, but that, under that policy, the company had had the right to distribute whatever employees were entitled to under the existing profit-sharing scheme.

Mr. David LeRoy-Lewis, the chairman, describes the last year as a remarkable one and recalls that the gilt-edged market particularly benefited from the record total value of £14.3bn. of new Government stock issues.

The company's results should be considered against the background of the year's exceptional economic events and very favourable market conditions, he remarks in his annual statement. However, "the current year has begun in a confused atmosphere, scarcely conducive to profitable jobbing." The upturn in the Bank of England's Minimum Lending Rate after its long fall is mentioned, but he also points to such favourable present influences as the lower-than-expected public sector borrowing requirement, the balance of payments surplus and falling inflation.

Mr. LeRoy-Lewis confirms that, as already reported in the Financial Times, Akroyd is considering—following the Government's recent abolition of the 25 per cent. surrender rule—whether to bring trading in South African gold mining shares, which were formerly traded in by Stocken and Lazarus, and which are at present dealt in by only one London jobber.

He also refers to the plan by Akroyd and other London jobbers to establish a market in a London version of traded share options and adds that it is hoped this trading will begin in mid-1978.

The accounts show that at the year end, September 30, 1977, the company had bull positions of £384m. and bear positions of £230m.

They also record that the group acquired through the takeover of Stocken—and now holds through a recently formed Dutch subsidiary, Akroyd and Smithers International—a 45 per cent. interest in a small New York stockbroking firm, Cohn Delaire and Kaufman, which owns a seat on the Boston Stock Exchange.

See Lex

PATANI PARA

Following the receipt of consent from the Treasury it is proposed to transfer the control and management of Patani Para Plantations to Malaysia on January 11.

Knott Mill increased loss at halftime

Carpet retailers Knott Mill Holdings incurred an increased deficit for the 24 weeks to August 15, 1977 of £93,000 compared with £19,000 last time on turnover slightly down from £1.81m. to £1.74m. The net loss for 1976-77 was £30,466.

Again there is no interim dividend — the last payments totalled 1.315p for 1973-74.

The directors state that they are currently negotiating the acquisition of further large stores for their planned expansion programme. The group is trading profitably but they cannot foresee a return to overall profit in the current year. In the 1978-79 year, however with the full benefit of the implementation of the new policies adopted over the last 18 months, they anticipate a return to profitability.

New contracts from L & G

Sales of pension contracts to the self-employed and to executives were the two main growth areas for life companies in 1977, a year when growth was generally stagnant. This week-end Legal and General Unit Assurance, the newly formed subsidiary of Legal and General, is offering both these contracts to interested investors.

The self-employed get very little from the State in the way of pension, even under the new scheme starting in April. But they can make their own pension arrangements by means of a contract with a life company, in a most tax efficient manner. Their contributions will rank for tax relief at the top rate. Investment is made into a tax-exempt fund, and the ultimate pension is taxed as earned income, with the option to commute part of that pension to a lump sum that is completely free of taxes. Legal and General is offering this sort of scheme, its Personal Investment Pension Plan to the self-employed, with an investment fund choice of equities, property, fixed interest or managed.

Executive pension arrangements, effected quite separately from a company's mainstream pension scheme for employees, enable that company to provide pension and other benefits in a flexible fashion, with a much more rapid build-up in benefits. But they also enable it to provide fringe benefits to controlling directors and senior executives in a most tax efficient manner. It is a very effective means of providing against Capital Transfer Tax and transferring money from the company to the executive. Such schemes are particularly attractive to the smaller company, and Legal and General's answer is its Executive Investment Retirement Plan.

In both cases it is advisable for investors to seek professional advice, a point emphasised in the advertisement.

Results due next week

The post New Year lull comes to an end next week with about 40 companies reporting results. Most interest will be concentrated on Thorn Electrical but other majors are English China Clays and Scottish and Newcastle Breweries.

Thorn Electrical's first-half results are due to be published on Friday and the market appears to be looking for pre-tax profits of just under £50m. after £42.4m. at the same stage last year. Sales of domestic appliances may have come under pressure during the period as consumer spending declined while the lighting division has been affected by industrial action. At least one analyst, however, is looking for full-year profits of around £120m. which would take earnings per share up to around the 46p forecast by the Commerzbank of West Germany when Thorn arranged its listing on the Dusseldorf and Frankfurt bourses in October—compared with earnings of 37p on pre-tax profits of £103.7m last year.

For English China Clays (preliminary results due out on Thursday), the market is continuing to expect about £30m. (£24.5m.) after the cautious first half statement which caused analysts to downgrade their forecasts from £33m. or so. There is now evidence of a recovery for the mainstream clay side following destocking in the paper industry, which takes 80 per cent. of production—EEC handles 90 per cent. of U.K. output and figures for national total deliveries, already published, show a volume jump of 14.5 per cent. for the period. In addition there was an export price rise of 15 per cent. from January 1977 and a 9 per cent. increase at home, effective from April.

For Scottish and Newcastle Breweries, whose first-half results are due out on Thursday, analysts are forecasting a profits increase of up to a fifth to about £24m. The poor summer has meant lower beer sales for most brewers but the impact of cooler weather on S and N will not be as marked—this is because Scotland and the N.E. of England, which accounts for two-thirds of sales, experienced better weather than the south. Industrial action will have had some effect but there should be contributions from recently-launched McEwans lager in Scotland and continuing progress from Harp; in addition bar prices of McEwans Export and Younger's Tartan were increased by 2p a pint in June. In line with the upturn in tourism, hotel interests will show a marked increase.

After the better-than-expected first half £3.5m. (£2.76m.), full-year profits for SGB Group, due out on Tuesday, are expected to exceed the 1974-75 record £6.45m. pre-tax by about £1m. The improvement is expected to come from several large projects in the North Sea and the Middle East plus an increase in market share taken from the many smaller firms, offering scaffolding and related services to the building industry, which have gone out of business over the past few years.

While currency factors boosted last year's profits at Letraset International, the stronger pound will depress results in the current period. Market forecasts for the first half (results due on Tuesday) range from about £2.1m. to £2.4m. (£2.87m.) mainly because of uncertainty about the extent of exchange losses on overseas sales, which account for about 85 per cent. of group turnover. But the results are expected to show volume gains across the board, especially in Germany and the U.S. In market terms the company hold about half the world market in dry transfer artists' materials.

Other results to note next week are those from Hogg Robinson (interim, Monday), H. Samuel (interim, Monday), McCorquodale (final, Wednesday) and Raybeck (interim, Thursday).

Company	Announcement due	Dividend (p)* Last year Int.	Last year Final	This year Int.
FINAL DIVIDENDS				
Bell Brothers	Thursday	0.624	0.499	0.467
Capital and County Laundries ..	Thursday	—	1.593	—
English China Clays	Thursday	1.097	1.242	1.75
Epicure Holdings	Wednesday	—	Nil	—
Grange Trust	Friday	0.71	1.1	0.78
Hickson and Welch (Holdings)	Thursday	3.3	3.99	3.67
Investors Capital Trust	Tuesday	0.55	0.65	0.6
Kenning Motor Group	Wednesday	1.3	2.416	1.5
McCorquodale and Co.	Wednesday	4.0	6.75	4.5
M. and G. Dual Trust	Wednesday	4.3	5.6	5.0
M. and G. Group (Holdings)	Thursday	1.25	1.047	1.375
Midland Industries	Thursday	0.44	0.445	0.48
J. F. Nash Securities	Thursday	2.0	2.625	2.5
Norfolk Capital Group	Tuesday	—	0.2	0.2
W. J. Pyke (Holdings)	Monday	—	Nil	—
SGB Group	Tuesday	1.2	2.504	2.5
Shilian Industries	Friday	1.5	3.882	1.5
Ben Shakis Organisation	Wednesday	0.258	0.633	0.272
Turner Manufacturing Company	Friday	1.55	2.225	1.7
INTERIM DIVIDENDS				
AGB Research	Wednesday	1.3	0.758	

Company	Announcement due	Dividend (p)* Last year Int.	Last year Final	This year Int.
Brown and Tawse	Monday	1.072	3.3842	
Butterfield-Harvey	Tuesday	1.0	1.101	
ERF (Holdings)	Wednesday	1.5	1.777	
Haima	Thursday	0.56	0.658	
Hogg Robinson	Monday	3.25	3.775	
Hellas Group	Wednesday	0.894	2.238	
Jones, Stroud (Holdings)	Thursday	1.4	2.58	
Letraset International	Tuesday	0.816	2.011	
Raybeck	Thursday	0.937	2.106	
Reardon Smith Line	Tuesday	0.913	0.9194	
H. Samuel	Monday	1.1	6.45	
Scottish and Newcastle Breweries	Thursday	1.2	1.532	
Stroud Riley Drummond	Thursday	Nil	1.0	
Symonds Engineering Company	Thursday	0.375	0.93	
Thorn Electrical Industries	Friday	2.121	6.214†	
Wearwell	Friday	0.886	Nil	
INTERIM FIGURES ONLY				
D. F. Bevan (Holdings)	Tuesday			

* Dividends shown net pence per share, and adjusted for any intervening scrip issue. † Includes third interim of 0.064p (adjusted for scrip). ‡ Includes special dividend of 0.066p. § Second interim in lieu of final.

BIDS AND DEALS

Geers Gross £1.8m. U.S. expansion

BY KEITH LEWIS

IN A MOVE which will alter dramatically both the size and structure of the company, advertising agents Geers Gross has revealed a $3.5m. (£1.8m.) U.S. take-over bid and fund-raising package. The announcement, which follows a suspension of dealings in Geers Gross shares on December 22 at 31p, incorporates profits and dividend forecasts indicating a doubling in size of the company.

Geers Gross has agreed to pay $3.3m. for Richard K. Manoff Inc., a New York-based advertising agency. The total outlay is reduced by $600,000, reflecting the fact that certain of the U.S. assets will be retained by the vendors.

To pay for the acquisition, Geers Gross has arranged a complex financing deal, which includes a rights issue of Ordinary shares and a medium-term bank loan.

Out of a total proposed issue of 2,750,000 new Geers Gross shares, existing Ordinary shareholders will be offered 1,421,400 at 41½p each on the basis of one-for-one. Institutional shareholders have given undertakings already to apply for 690,000 of those shares.

In addition, arrangements have been made through stockbrokers Sheppards and Chase to place the remaining 1,328,600 shares and of that number 731,400 have been underwritten

The directors of Geers Gross and U.S. resident shareholders, together representing 45.3 per cent. of the existing capital, are not eligible to take up the offer.

The second part of the £1.8m. package is a £700,000 medium-term loan of five years, reducing by annual instalments. This facility, plus the cash raised through the share issue, will make up the sterling deposit for the back-to-back loan to pay for the acquisition. The sterling deposit incorporates a 5 per cent. margin to take account of any likely currency fluctuations.

The enlarged company is expected to produce pre-tax profits of not less than £685,000 in 1978. This figure takes into account annual interest charges of £89,000, a profits expectation of £350,000 from Geers Gross as present constituted and the effect of the profit allocation formula that is part of the deal. The dividend is forecast at 3p per share on the enlarged capital.

It has been agreed that for the first five years ending December 31, 1982, the first $700,000 of Manoff's annual profits before management bonus, employee profit sharing and taxation, will be subject "to the disposition and control" of Geers Gross with the next $700,000 being applied as management bonus and profit sharing. Anything in excess of $1.4m. will also be under control of Geers Gross. Under a similar structure, for the successive five years the first $1.2m. will go to Geers Gross, with the next $800,000 going in bonus and profit sharing. Anything in excess of $ reverts to Geers Gross.

The 1977 profit forecast for Geers Gross is £280,000, which compares with £275,000 in the previous 12 months. Total dividends are forecast at 2.52538p a share, the maximum permissible under current restrictions.

Manoff expects to show profits before profit sharing, staff bonus and tax of £593,000 for the year to November 30, 1977, against £604,000 the year before. The amount attributable to Geers Gross for the 13 months ending December 31, 1978, is expected to be at least £462,000.

Manoff, which will continue to operate independently after the bid, is described as a leading national advertising agency which concentrates on package goods and other consumer products. The business was founded in 1956.

The proposals will be put to shareholders at an extra-ordinary meeting on January 24 and, on the basis that approval is forthcoming, dealings are expected to resume on February 1.

● comment

Geers Gross has proposed an unusual package to finance its take-over of Manoff, comprising in part an effective one-for-one rights issue and part share placing. The new shares on offer at 41½p compared with a suspension price of 31p while the forecast dividend increase is only 18.8 per cent. But the real benefit of this deal is the way in which the acquisition should transform profits at Geers Gross. The company which has Cadbury Schweppes, United Biscuits and Spillers among its main accounts, is forecasting a 144 per cent. increase in pre-tax profits this year, to £685,000 (including Manoff), which at the issue price would leave the group on a p/e of around 7 while the forecast yield is 10.95 per cent.

Freddie Mantle

Mr. Bob Gross, chairman of Geers Gross, who yesterday announced a bid and fund-raising package.

APCM offers £1.48m. for BCA minority

Associated Portland Cement Manufacturers, which already owns 77 per cent. of the equity of sand and gravel producer BCA, has made a £1.48m. cash bid for the remaining 23 per cent. minority interest. Holders of the 1,182,891 BCA shares still outstanding are offered 125p in cash, or a share alternative worth, at yesterday's market prices, 132½p.

The share alternative is based on one APCM Ordinary share for every two BCA shares.

BCA's share price was quoted at 130p yesterday after the listing was restored and the bid announced, compared with 53p when the quotation was suspended on December 22 pending the announcement.

While the bid may look generous in terms of BCA's 88.6p net assets per share, there has been a recent revaluation of BCA's fixed assets, which in the last accounts stood at £5.7m.

APCM intend that BCA, as a wholly-owned subsidiary, will continue to operate as a separate company as it has done in the past. The purchase will allow APCM to develop its aggregate interests further.

The directors of BCA, other than the chairman Mr. T. R. Chesterfield who is also a director of APCM, are recommending shareholders to accept the bid. They intend to accept the offer in respect of their own holdings amounting to 70,000 shares, representing 5.9 per cent. of the equity under offer.

REXMORE EXPANDS

Rexmore has agreed to acquire Poulton and Nicholson, wholesalers to the furnishing textile trade for £205,000.

Rexmore has satisfied part of the consideration by the issue of 200,000 new Ordinary shares of 25p in Rexmore. Arrangements have been made for the new shares to be placed with various institutions.

The audited pre-tax profit of P and N for the 52-week period ending January 28, 1977, amounted to £41,320, and the audited net tangible assets of the company as at that date was £153,813. However, it is anticipated that the revaluation will show a surplus above book value.

HAWKINS & TIPSON BUYS HAWKER OFFSHOOT

Agreement has been reached in principle for Hawkins and Tipson, manufacturers of ropes, wire and furniture, to buy the garden furniture division of R. A. Lister Farm Equipment, which is currently part of Hawker Siddeley.

The acquisition, which is set to take place on March 1, 1978, will be for a cash sum of £550,000. Hawkins is also to enter into a licensing agreement for the continuing use of the "Lister" trade mark. The assets to be acquired are expected to make a profit contribution of £60,000 in a full year.

Hawkins will, "over a convenient period," transfer the garden furniture business from its current base in Dursley, Gloucestershire, to the factory in Hailsham, Sussex. This will assist expansion of Lister's diesel engine manufacture at Dursley.

ASSOCIATES DEALS

On January 1 Cazenove and Co. purchased 200,000 Malayalam Plantations Ordinary 10p shares at 30p for Harrisons and Crosfield.

L. Messel and Co. on January 4 purchased 190,000 Ordinary shares in Leisure and General Holdings on behalf of Town and County Factors, a wholly owned subsidiary of Ladbroke Group.

Cazenove and Co. purchased 68,000 Malayalam Plantations Ordinary shares at 30p for the account of Harrisons and Crosfield.

Cazenove and Co. purchased 15,000 Newman Granger Ordinary shares at 35p for the account of Bullough.

Singer and Friedlander acquired on behalf of Bullough 2,500 Ordinary shares in Newman Granger Industries at 35p per share.

Panmure Gordon has sold on behalf of WGI 478,084 Old, and 119,521 New Christy Bros. Ordinary shares for a total consideration of £213,344.

Glenlivet £4m. forecast but no revaluation

THE OFFER documents in the bid by Seagram for Glenlivet Distillers, which were sent to shareholders yesterday, include a profit forecast by Glenlivet but no revaluation of assets.

The chairman, Mr. Iain Tennant, is forecasting pre-tax profits in excess of £4m. — a 19 per cent. increase for the year as a whole after a 28 per cent. uplift at half time — and post-tax profits of £3.3m. (No provision has been made for deferred tax and tax provided for against 1976 stock relief will be transferred to reserves.)

Earnings per share fully diluted, will amount to 38.74p. Together with the benefits of an increase in stocks (at cost) from £13.2m. to £16.75m. these lift the book value of net tangible assets to 193p.

This figure does not include any element of revaluation. Mr. Tennant admits that 192p does not reflect the company's true value, but believes that present worth would be impractical to assess. Although market value of the stocks is known as is the replacement value of the fixed assets, major adjustments would be needed to reflect goodwill, and the benefits of Government grants and taxation spinoffs.

The Glenlivet Board and its advisers, Hambros Bank, content themselves with saying that the offer of 510p per share "adequately reflects the value of the shares in relation to both earnings and assets."

The documents also contain details of the offer for the Preference shares. At 75p it values them on a gross yield of 9.19 per cent.

Holders of the convertible loan stock are to receive £373.80 for every £100 nominal of stock. Since this figure is directly comparable to the offer for the Ordinary shares, stockholders are recommended not to exercise their conversion rights but to accept the convertible proposal.

The documents also reveal that Seagram is already Glenlivet's largest customer. In 1977 it bought 35 per cent. of total whisky output and 50 per cent. of all "The Glenlivet" sales in the U.S. were made through it. If the offer is successful Mr. Iain Tennant will join the main Seagram Board.

JOHNSON CLEANEERS

Following completion of the acquisition by Johnson Group Cleaners of the capital of Zernys, Johnson has, as part of the consideration, issued to the Ordinary holders of Zernys 76,433 Johnson Ordinary shares at 78.5p, amounting to £60,000.

BLACK & EDGINGTON

Black and Edgington, whose interests include the manufacture and distribution of camping equipment, canvas goods and the operation of travel agencies, is buying Johnson and Sons of Great Yarmouth, a manufacturer and distributor of workwear and leisure clothing.

The consideration will be based on a valuation of net assets, but is not expected to exceed £600,000. A sum of £200,000 has already been paid and the balance, payable within three months, c[illegible] either be in more cash or sha[illegible]

It is intended to merge John[illegible] and Sons into the Clares w[illegible] wear division of Black [illegible] Edgington.

HOWDEN IN TALK[illegible] ABOUT CANADIAN SUBSIDIARY

Northern Engineering Ind[illegible]tries, the power engineer[illegible] group created last year by [illegible] merger between Reyrolle-Pars[illegible] and Clarke Chapman, has be[illegible] talks with Howden Group [illegible] discuss the future ownership [illegible] the Howden Parsons business [illegible] Canada.

Howden currently owns 51 [illegible] cent. of the Canadian subsid[illegible] but under the terms of the [illegible] merger it can now exercise [illegible] right to buy the remaining 49 [illegible] cent. formerly owned by Reyro[illegible] Parsons.

However the Howden Gro[illegible] reported, with its interim fig[illegible] this week, that Howden Pars[illegible] had run into difficulties in [illegible] first half as a result of rephas[illegible] of completion dates within [illegible] Canadian power station consti[illegible]tion programme while exchan[illegible] rates were operating against [illegible] group.

Howden stressed that proft[illegible] in Canada may be only short t[illegible] but said that full-year fig[illegible] should remain depressed lear[illegible] total group profits around t[illegible] same level as last year's £4.6m.

Howden Group is an engine[illegible]ing company specialising in [illegible] design and manufacture of a[illegible] gas and fluid handling equipme[illegible]

GPG/WILLOWS FRANCIS

Guinness Peat Group has [illegible]ceived acceptances of its offer [illegible] the Ordinary capital of Willo[illegible] Francis (as increased by t[illegible] capitalisation issue) in respect [illegible] 3,523,527 existing and n[illegible] Ordinary shares (the cash el[illegible]tion being made in respect [illegible] 2,916,540 existing and n[illegible] Ordinary shares and the sha[illegible] election in respect of 606,9[illegible] shares). This is equivalent [illegible] 1,174,509 of the 1,304,740 Ordina[illegible] Willows Francis shares in iss[illegible] before the capitalisation iss[illegible] and represents 90 per cent. [illegible] the issued Ordinary capital.

The Ordinary offer has ther[illegible]fore became unconditional in a[illegible] respects. The Ordinary off[illegible] remains open until further noti[illegible] in respect of both the cash el[illegible]tion and the share election. Th[illegible] preference offer (acceptance[illegible] stand at 51.3 per cent.) remai[illegible] open until further notice.

GLOBE & PHOENIX

With the agreement of the Take-over Panel, the offer by Globe an[illegible] Phoenix Gold Mining Company f[illegible] Phoenix Prince Gold Mining Com[illegible]pany has been temporarily wit[illegible]drawn.

The Board of Globe and Phoen[illegible] undertakes to put forward n[illegible] terms not later than March 6, 197[illegible] by which time the offer docume[illegible] can take account either of th[illegible] audited accounts of Globe an[illegible] Phoenix for 1977 or a profit for[illegible]cast for that period.

UNIT TRUSTS

Schlesinger's gilt-edged novelty

RUMOUR HAS IT, within the unit trust industry, that there are any number of groups poised to launch gilt-edged funds as soon as the Government blows the whistle: as soon, that is, as the present tax disadvantages are lifted. At the moment the income from any gilts (or debentures, or loan stocks) held by a managed fund is double taxed—unless the fund has expenses to set against it. At the moment, therefore, an individual looking to such investments for income would do much better to go and buy them himself. And in consequence there is only one gilt-edged unit trust in being at the moment, Target Gilt: and that concentrates on buying for capital growth.

Now, however, Schlesinger Trust Managers have come up with a novelty, their new Preference and Gilt Trust. This is an income trust in every sense of the word: the managers reckon that it will yield over 11 per cent., and they are planning to make distributions quarterly. What's more, the distributions—April, July, October and January—will slot in between those of the Schlesinger Extra Income Trust, so that the trust managers have an opportunity to put up a package deal, on the lines pioneered by Arbuthnot, offering eight distributions a year.

The new fund is — and Schlesinger makes no bones about it—going to turn into a gilt fund should the Chancellor move to mitigate the present tax disadvantages. In the meantime some 80 per cent. of the money in the fund will go into Preference stocks, while the remainder will be put into high yielding gilts.

Now the income from such a fund should be safe; but it will grow only to the extent that the managers are able to move from lower-yielding to higher-yielding stocks. So this probably isn't a fund for those who need to be sure of rising income. As for capital values, they will rise to the extent that interest rates in general fall. That looks a reasonable probability short term: and the longer term trend points in the same direction. But there could be hiccoughs in the meantime, so you shouldn't plunge everything into this one. The minimum minvestment is £300.

There are a couple of other high income funds on offer this week: Arbuthnot's Extra Income, and Lawson's High Yield Fund. Both portfolios are split between equities and fixed interest stocks, which implies a limit to income growth but a reasonable assurance of income stability. At the offer price Arbuthnot offers an estimated 10.3 per cent., with half-yearly distributions, while Lawson's yield is an estimated 10.4 per cent., with distributions made once a quarter. The minimum investment accepted for Arbuthnot is £500, while that accepted for Lawson is £300.

To go by the figures brought out yesterday by the magazine Planned Savings, both of those funds have marginally underperformed the FT All-Share Index over the past 12 months, in capital terms. By contrast M. and G. Recovery, which is also inviting investment this week, has been the year's star performer, with a gain of well over 100 per cent. However, the Recovery Fund is not for those in search of income—it yields less than 5 per cent.; and of course the life-assurance linked units to which M. and G. is drawing investors attention won't yield anything at all.

Life assurance linked investment (M. and G. is inviting subscriptions from as little as £10 a month) is of course a long-term business—the Inland Revenue starts clawing back tax relief if you start to cash in within the first four year[illegible] And it would be tempting fate [illegible] assume that M. and G. will be ab[illegible] to maintain into the indefinit[illegible] future the performance which m[illegible] made it one of the best of [illegible] investment buys over the past fe[illegible] years. But there is no arguin[illegible] that the group has a very goo[illegible] team looking after this fund, an[illegible] good teams have a habit of pe[illegible]petuating themselves. So thos[illegible] in search of somewhere to put th[illegible] long-term savings on which the [illegible] are resolved in 1978 could do [illegible] great deal worse.

And finally, another offer fo[illegible] those looking for capital growth [illegible] rather than income, but this tim[illegible] on a rather less parochial bas[illegible] Chieftain is inviting application[illegible] for units in its International Fund[illegible] which was launched just over [illegible] year ago to provide investors wi[illegible] "sound long-term growth pro[illegible]pects." Over the fund's first yea[illegible] the value of Chieftain Inter[illegible]national's units dipped slightly [illegible] not a bad performance whe[illegible] practically every stock market bu[illegible] London fell out of bed. With 3[illegible] per cent. of the portfolio stil[illegible] invested outside the U.K., Chief[illegible]tain International has yet to show [illegible] its paces. The minimum initia[illegible] holding is £250.

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BIDS & DEALS (contd.)

Pontin's shares above bid

A 6p TUMBLE in the share price of Coral Leisure Group to 128p has dropped the value of the group's take-over bid for Pontin's, announced the day before, to just over 44p a share. This compares with a 46p closing price for Pontin's, in which dealings were resumed yesterday.

This disparity was taken by some to indicate that a rival bid is in the offing—a notion strengthened by the fact that the field is still wide open on account of Pontin's directors and families, including Sir Fred Pontin, only controlling around 10 per cent. of the votes.

However, Kleinwort Benson, financial advisers to Pontin's, said yesterday that so far no further approaches had been received, though there had been talks with other parties stretching back months prior to the Coral bid.

Most of the more obvious contenders have now ruled themselves out of the picture. Mr. Cyril Stein, chairman of Ladbrokes, is quoted as saying that his organisation was not interested in Pontin's "at a price." Others to have said that they are not interested include Rank Organisation (which owns Butlin's), Trust House Forte, EMI and Imperial Group. It is also understood that, contrary to some suggestions, there has been no firm interest shown by anyone outside the U.K.

Yesterday also brought the interim figures and statement from Pontin's. For the seven months to October 31, 1977, are shown to have pre-tax profits of £9.2m., against £8.3m. in the corresponding period of 1976. However, the group has already cast that it will make pre-tax profits of not less than £7.25m. for the year ending March 31, 1978. The final five months include the winter loss-making period.

The directors propose to pay an interim dividend for the year ending March 31, 1978, which, together with the net supplemental dividend declared on September 8, will amount to 1.40750p per share. In accordance with the terms of the offers from Coral, this figure represents the maximum dividend payable in respect of the year ending March 31, 1978, pro-rater to reflect the elapse of three quarters of that year, of 1.38318p, to which has been added the net supplemental dividend of 0.0254p. If the offers from Coral become unconditional the next dividend to which accepting shareholders will be entitled will be the interim of Coral which is normally paid in November.

Pontin's reports that bookings and inquiries received to date both in the U.K. and overseas indicate that the company should enjoy another successful season in 1978. In addition the Prestatyn Holiday Centre acquired in October, 1975, will be fully operational for the 1978 season and should also make a useful contribution to group profits.

GO TO BUY CAVENHAM'S FRENCH ASSETS

General Occidentale, the French parent company of the foods group assembled by Sir James Goldsmith, has decided to take over the French assets of the British company Cavenham, now its 100 per cent. subsidiary, to avoid paying unnecessary withholding tax.

It was only in 1976 that the purchase by Cavenham from GO of full control of these assets enabled the French company to acquire a majority holding in Cavenham.

This new move, explained the managing director of Cavenham, Mr. J. Greenhalgh "became very logical once Occidentale had 100 per cent. control." Generale Occidentale then found itself paying withholding tax on dividends transferred from Cavenham's French interests to Cavenham and then more withholding tax on transfer of these profits from Cavenham back to GO.

So Cavenham is to sell these French interests, by selling to GO its shares in the French company Generale Alimentaire at their book value. At the same time, Cavenham will keep GA's assets outside France — specifically its businesses in Sweden, Austria and Spain. Management control of all these businesses will remain with Cavenham.

The net payment by GO to Cavenham will be £31m. in the form of a GO-secured Loan stock 1982, with a floating rate of interest 1½ per cent. above the London interbank rate for six-month sterling, and secured against the assets being transferred. This payment, virtually an internal payment within the GO group, is being made out of regard for the Cavenham Preference shareholders, Mr. Greenhalgh explained.

Sir James Goldsmith said last night that the deal did not change the fundamental position of Cavenham. The interest on the Loan stock would more or less compensate for the income on the assets which Cavenham was passing over to GO.

As well as the savings on withholding taxes, the new arrangement will also help with the Advance Corporation Tax liabilities on Cavenham's Preference shares. Cavenham is effectively swapping overseas income for U.K. interest receipts, against which its ACT liabilities can be offset.

NEW LIFE BUSINESS

Friends' Provident jumps 64%

A DRAMATIC growth of 64 per cent. in new annual premiums last year is reported by Friends' Provident Life Office on its operations in the U.K. and the Republic of Ireland. These amounted to £7.7m. sterling, in 1977, compared with £4.7m. achieved in 1976. This pattern is in complete contrast with the general trend of life business in the U.K. last year, when most life companies saw very low rates of growth in single figures. Permanent Health Insurance premiums remained steady at £0.3m.

New annual premiums on individual life assurance increased by 39 per cent. from £3.3m. to £4.6m., again a trend in contrast with the general pattern which showed little or no growth in this sector. The company has been actively changing its marketing pattern following the change to a premium-related commission structure which cut commissions on long term policies and boosted that on short term contracts. Whole life business, by a quarter on the year, it was more than compensated for by the increase in short term savings orientated policies.

The largest growth sector was in individual pension contracts for executives—the general experience of life business last year. Annual premiums increased by 115 per cent. from £1.1m. to £2.4m. The company wrote £0.4m. of premiums on its new annual premium self-employed pensions contracts, while single premium business in this field remained comparatively static.

The company, common with most other companies, suffered from policy restrictions in writing new group pensions business. In fact new premiums were lower last year than in 1976 at £1.5m. (£7m.).

On its worldwide business, the group wrote £6m. of annual premiums (£m.), £6.2m. of new single premiums (£4.5m.) for new sums assured of £695m. (£758m.), and annuities per annum of £m. (£32.5m.) and PHI sums insured per annum £25.7m. (£30.7m.). Overseas figures are included at exchange rates ruling at each year end, so that the improvement in sterling, the good growth achieved in Australia and Canada has been diluted.

Sun Life Assurance Group of Canada received a record level of new premium income in 1977, of £45.7m. compared with £33.4m. in 1976. But this growth came entirely from single premium life and annuity business which jumped from £8.1m. to £21.3m. Nearly £3.5m. of this increase came from linked business transacted by the subsidiary Solar Life Assurance which commenced operation on January 17, 1977. The remaining growth came from the sale of Guaranteed Growth Bonds which were very successful in 1977 because of the high returns available. The company does not expect this sort of growth to be repeated this year.

Annual premium life and annuity business declined from £7m. to £6.1m., the company suffering a 25 per cent. reduction in sales of whole life business following the change in commissions structure. Sales of the company's flexible endowment contract were lower than in 1976, a year when it was one of the company's best sellers. Annual premiums on group pensions business fell from £14.6m. to £12.7m., but single premiums rose from £3.7m. to £5.6m., the increase arising from sales of executive pension arrangements.

Albany Life Assurance, a wholly owned subsidiary of American General Insurance Group, which writes both unit-linked and traditional life business, showed a considerable move forward in 1977 in its market penetration. New annual premiums more than doubled from £0.79m. to £1.62m. in 1976, over half these premiums coming from self-employed and individual pension contracts. Single premium business rose by nearly 30 per cent. from £4.8m. to £6.2m.

OTHER LIFE COMPANIES REPORT

CONFEDERATION LIFE INSURANCE COMPANY—New annual premiums for 1977 $3.5m. (£2.16m.) and new single premiums $625,708 (£446,534).

PROVIDENT LIFE—New annual premium income for long-term insurance business in 1977 £2.38m (£2.46m.) and single premiums of £968,000 (£884,000). These secured sums assured of £1.76m. (£507m.), and annuities of £583,000 (£519,000) per annum. All figures are net of reinsurances.

YORKSHIRE GENERAL LIFE ASSURANCE—New life assurance business in 1977: Net new sums assured were written amounting to £795,922,000 (£775,201,048) of which £583,654,000 (£594,857,294) was in respect of Ordinary life business and £211,365,000 (£180,343,756) in respect of pensions business. Immediate annuities £474,000 (£388,648) per annum; deferred annuities of £14,738,000 (£16,372,088) per annum and permanent health benefits of £5,064,000 (£3,444,817) per annum was written. New annual premiums amounted to £7,885,000 (£8,081,536) of which £2,321,000 (£1,788,584) was in respect of ordinary life business, £5,948,000 (£6,228,317) in respect of pensions business, and £138,000 (£66,961) in respect of permanent health business. Immediate annuity considerations and non-recurring single premiums totalled £4,408,000 (£3,871,455). The overseas figures (included above) have been based on average exchange rates for each year. Following the sale of the company's South African business in October 1977 all reference to such business has been omitted from both the 1977 and 1976 figures. Mr. Norman Graham, assistant general manager, said that although the year saw no real expansion beyond the records set in 1976, there were some areas of progress. On the ordinary business side, with-profits business was up by around 26 per cent.—offsetting a fall in without-profits business. Marginal increases also occurred in straight "cover" type business and business arising from building society lending. On the pensions side, business was held back by a "wait and see" attitude, he adds, on the part of employers. Decisions were hard to obtain and a substantial amount of business remains for completion in 1978. Services to the self-employed proved particularly popular during the year, he says. Demand for personal pension and related personal life assurance products was around 30 per cent. up on the previous year's record levels. He expects to see a return to expansion during the current year.

SUMMARY OF THE WEEK'S COMPANY NEWS

Take-over bids and mergers

The New Year got off to a good start in the bids and mergers field with Coral's agreed £55m. cash and shares offer for Pontins. The terms, 4 Coral shares plus 240p cash for every 17 Pontins's, value the latter at about 45½p each with Coral priced at 134p per share.

The last bid of 1977 was made by overseas traders Harrisons and Crosfield for Harcros Investment Trust in which the former already holds a 19.7 per cent. stake. In a deal worth around £14m., H. and C. is offering 3 of its own shares for every 13 Harcros and there is a cash alternative of 78p per share.

Having already recommended shareholders to ignore an approach made on December 22 by Colophonium, London Australia Investment's Board announced just over a week later that Mr. Peter Yunghanns, a Melbourne businessman, has joined forces with Hooker Corporation, the land development company, to launch a $A9.75m. bid for LAI at $A1.30 per share. The bidders have a 26.38 per cent. stake and are the largest shareholders. However, a battle is envisaged following the Board's immediate rejection of the offer.

The bidder for Newman Granger, the precision engineers and jack manufacturers, emerged this week as Bullough, which is making a cash offer of 35p per Ordinary share, valuing Newman Granger at £1¼m. The Board of NG has recommended acceptance of the offer and together with Raymond Baggaley (Holdings) has accepted in respect of 45.5 per cent. of the shares.

Compared with a bid of 28p per share made for Graff Diamonds just over a year ago, Sandstar, the privately owned company of Mr. Laurence Graff, returned this week with a 50p per share offer for the outstanding 3.7 per cent. of Graff's shares.

Metal merchant D. F. Bevan has added a share alternative to its existing 17½p per share cash offer for Leon Berner, steel processors and stockholders. The terms, which are being recommended by Berner's Board, are 4 Bevan Ordinary for every 3 Berner, valuing the latter at nearly 23p each.

CompAir announced that it has reached agreement with Watts Regulator, of Laurence, Massachusetts, whereby it will acquire the latter's fluid-power division for $15m. (£7.7m.).

Burglar alarm specialists, Automated Security (Holdings) has acquired the security division of the Brocks Group in a £21.9m. deal which will result in the number of ASH's rental contracts doubling to around 40,000, putting it second behind Chubb in the burglar alarm field.

Company bid for	Value of bid per share**	Market price**	Price before bid	Value of bid (£m's)**	Bidder	Final Acc'tce date
Prices in pence unless otherwise indicated.						
Abrasives Intnl.	26*	25½	25	0.62	Unicorn Inds.	—
Allied Polymer	50*	49	37	9.30	BTR	13/1
Assam Frntr. Tea	400*	385	303	3.8	Wrengate	13/1
Berner (Leon)	17¾*	22	14½	0.28	D. F. Bevan	—
British Industrial	39*	37	31	5.3	Greenbk. Secs.	—
Cohen Bros.	53½§§	52½	47	2.19	BICC	—
Dew (G.)	170*	164	156	7.05	Adrian Volicer	—
Doland (Geo.)	25*	25	20	1.08	James (Maurice)	—
Ega Hldgs.	148	140	140	9.18	MK Elect.	—
Federated Chem.	78	71	65	11.27	Dalgety	—
Freshbake	20*§	19½	15½	1.1	Berthwick (T.)	—
Glenlivet	510*	500	440	70.88	Seagram	—
Graham Wood	86½	83	70	16.45	Brit. Steel Cpn.	—
Harcros	60*	57	44	2.4	Harrisons & Crosfields	—
Harrison (James)	66*	64	51	3.45	Barratt Devs.	—
Hull Cinemas	132*	128	40	0.73	Mecca	12/1
Lafarge Org.	95*	92	88	5.3	Lafarge SA	26/1
Leisure & General	60*	60	48	6.2	Ladbroke	13/1
Lennon Bros.	467‡*	460	77	1.40	Palmer & Hrcy.	—
Le Vallonet Tst.	78‡*§	104	101	4.35	Air Call	—
Lndn. Aust. Invs.	26*§	26	26	0.6	Hooker Corp.	—
Madame Tussauds	60*‡	60½	52	12.62	ATV	—
Madame Tussauds	45*	60½	30	9.51	S. Pearson	19/1
Malayalam	25‡*	30	22	6.93	McLeod Russel	—
Malayalam	30*	30	25	8.15	Harrisons & Crosfield	—
Mills (A. J.)	100*	98	75	3.44	Antony Gibbs	—
Morgan Grampian	200*	197	155	20.52	Trafalgar Hse.	—
Newman Granger	37*	34½	27††	1.65	Bullough	—
Pontin's	45‡*¶	38††	38††	55.53	Coral Leisure	—
Reed & Smith	63*	62	35	5.07	St. Regis Paper	—
Sec. Broadmount Trust	36 2/3§§	33	28	3.50	Chieftan	—
Spink (G.)	400*	383	285	4.79	Andrew Weir	—
Trust & Agency	172½§§	176	145	13.8	Charterhouse Japhet	—
Tyneside Inv.	108½	108	102	6.06	Carliol Inv.	—
Willows (Francis)	108*	106	74	1.41	Guinness Peat	—

* All cash offer. † Cash alternative. ‡ Partial bid. § For capital not already held. ¶ Combined market capitalisation. ‖ Date on which scheme is expected to become operative. ** Based on 5.1.78. †† At suspension. ‡‡ Bid. §§ Estimated. ¶¶ Shares and cash.

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)		Earnings* per share (p)		Dividends* per share (p)	
Allied Breweries	Sept.24	77,200	(63,000)	7.8	(6.4)	3.933	(3.521)
A. G. Barr & Co.	Oct. 29	1,189	(2,150)	26.6	(37.2)	6.462	(3.786)
S. & W. Berisford	Sept.30	23,574	(13,564)	57.3	(34.7)	8.25	(6.5)
B'ham. Palleff	Oct. 31	142	(153)	6.9	(7.0)	5.6	(5.5)
Thos. W. Ward	Sept. 30	7,810	(8,080)	6.9	(7.2)	4.084	(3.656)
Westland Aircraft	Sept. 30	5,844	(9,342)	5.8	(13.0)	3.184	(2.85)

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)		Interim dividends* per share (p)	
Anston Hldgs.	Oct. 5	83	(83)	0.75	(0.75)
B. Cinematograph	July 31	20	(7)	—	(—)
E. Elliot	Sept. 30	63	(45)	0.65	(0.5)
Esperanza Trade	Sept. 30	1,747	(2,748)	2.0	(1.8)
Fedens	Oct. 15	1,280	(343)	—	(—)
Hollis Bros.	Sept. 30	1,030	(1,110)	1.18	(1.056)
Howden Group	Oct. 31	1,560	(1,340)	0.333	(0.333)
Raimers	Oct. 6	421	(375)	0.341	(0.279)
Reliant Motor	Sept. 30	228†	(‡)	Nil	(‡)
St. Georges Laundry	Aug. 31	20	(16)	0.28	(0.28)
Tomkins (F. H.)	Oct. 31	656	(520)	0.35	(0.3

(Figures in parentheses are for corresponding period.)
Dividends shown net except where otherwise stated
* Adjusted for any intervening scrip issue. † For seven months.
‡ No comparative figures.

Scrip Issues

A. G. Barr and Co.: Two-for-one.
S. and W. Berisford: One-for-one.

WALL STREET + OVERSEAS MARKETS + CLOSING PRICES

Dow drops below 800 level

BY OUR WALL STREET CORRESPONDENT

NEW YORK, Jan. 6.

SHARP AND widespread losses were recorded on Wall Street to-day and the Dow Jones Industrial Average plunged through the 800 level in heavy trading.

The Dow Jones Industrial Average dropped a further 11.43 to 793.49, making a fall of 37.68 over the holiday shortened week — the last time the Dow closed below 800 was on October 2, 1975. The NYSE All Common Index, at $50.64, shed 61 cents on the day and $1.86 on the week, while losses led gains by a more than *five-to-one majority*. *Trading* volume expanded 2.58m. shares to 26.15m.

Part of the weakness stemmed from foreign selling in view of the uncertainty of U.S. policy in the Foreign Exchange Markets.

Another dampening factor was a new round of prime rate rises to 8 per cent. from 7¾ per cent., triggered by Citibank.

The D-J's steep drop was led by such Institutional favourites as Du Pont, down another $1½ at $111½ and General Motors, off $1 to $59¾.

Allied Chemical lost $1½ to $40½—it closed a coke plant because of a fire. Kimberly-Clark fell $3⅛ to $39⅝, General Cinema $1¼ to $28¾ and Marshall Field $1⅜ to $31⅝.

Armco Steel shed $⅜ to $27⅞, despite its forecast of higher fourth quarter earnings.

But heavily-traded Budd spurted ahead $7 to $31 on an acquisition offer.

FRIDAY'S ACTIVE STOCKS

	Stocks traded	Closing price	Change on day
Amerada Hess	473,200	26⅜	+⅛
American Medicorp	318,700	22⅜	−⅛
Budd	300,200	31	+7
General Host	[illegible]	59¾	−1¼
General Electric	[illegible]	47⅞	−⅞
Georgia-Pacific	[illegible]	26	−¾
Amerada Hess Pfd.	215,600	59⅛	−1¼
K. Mart	191,700	25⅞	−⅝
Kennecott Copper	179,700	21¾	—
Exxon	173,380	45⅝	−⅜

OTHER MARKETS

Canada declines

All sectors declined in active trading on Canadian Stock Markets yesterday. The Toronto composite Index fell 15.5 to 1022.9, Oil and Gas *dropped 38.3 to 1365.4* and Metals and Minerals gave way 13.7 to 961.5.

PARIS—Shares fell, chiefly on technical factors and erased Thursday's gains.

In Constructions, Bouygues lost Frs.11.5. Poclain were down Frs.5.3 and Michelin Frs.45.

Electricals weaker, as were Metals, Chemicals and Hotels.

Foreign stocks also lower, except for Golds and Nestle which tended higher.

BRUSSELS — Belgian shares mixed in quiet trading.

In Foreign Stocks, U.K. higher, Dutch, U.S. and French fell, Germans little changed.

Gold Mines higher.

AMSTERDAM — Mixed. Royal Dutch lost Fls.2.50 to 127.8 in weaker Dutch Internationals.

Shippings rose, with Van Ommeren up Fls.3.5 at 136.5. Pakhoed gained Fls.4 to 44.5.

Banks mostly fell. Insurances generally higher. Industrial and Trading shares marginally mixed. State Loans firmed.

GERMANY—Mixed, after early weakness stemming from profit-taking.

VW added DM4.30 at 214.5 in active trading.

Steels gained at most DM2 but Banks, leading Chemicals and Electricals dipped, while Stores were mixed.

Public Bonds gained up to DM0.20, with Regulating Authori*ties selling DM15m. nominal of* stock.

Mark Eurobonds mixed to firmer.

OSLO — Bankings, Insurances, Shippings and Industrials quiet.

VIENNA—Closed yesterday.

COPENHAGEN — Higher in moderate dealings. Banks, Communications, Insurances and Shippings rose, while Commodities and Industrials had isolated weak spots.

MILAN—Mixed, with lower turnover confirming investor caution over uncertain political situation.

Lepetit, however, recovered slightly, reaching Lire13,450 in after-hours trading against 13,110 at close.

Bonds mixed.

SWITZERLAND — Narrowly mixed, with sentiment more cautious after the decline on Wall Street and a slightly lower dollar.

Banks and Insurances generally steady. Financials mixed.

Dollar stocks generally fell, as did German and Dutch shares apart from firmer VW and steady Mannesmann.

TOKYO—Higher in active trading—400m. (370m.) shares—led by popular and "big capital" issues.

Steels and Heavy Electricals rose throughout the day on active Institutional buying.

JOHANNESBURG—Gold shares rose in line with bullion price, with London and local demand *in sporadic dealings*.

Financial Minings mostly higher in line with Producers.

In Coppers, Messina rose 5 cents to R1.70.

Asbestos share GEFCO put on 30 cents to R2.60, while Msauli gained 17 cents to R1.32.

Industrials mixed.

AUSTRALIA—Lower with leading Industrials and Mines attracting profit-takers and buyers withdrawing on concern over exchange rate.

Indices

NEW YORK —DOW JONES

	Jan. 6	Jan. 5	Jan. 4	Jan. 3	Dec. 30	Dec. 29	1977-78 High	1977-78 Low	Since compilation High	Since compilation Low
Industrial	793.49	804.92	815.58	817.74	831.17	830.56	999.75 (3/1/77)	793.49 (6/1/78)	1051.70 (11/1/73)	41.22 (2/7/32)
H'me B'nds*	90.52	90.78	90.88	90.78	90.93	90.94	95.27 (7/6)	90.52 (6/1/78)	—	—
Transport	210.17	215.87	215.45	215.77	217.18	217.61	246.64 (15/6)	199.60 (25/10)	279.88 (7/2/69)	13.23 (8/7/32)
Utilities	109.24	110.52	110.75	110.88	111.28	111.28	118.67 (22/2)	104.97 (25/2)	163.32 (20/4/69)	10.58 (28/4/42)
Trading vol 000's †	26,150	23,570	24,090	17,720	23,660	25,610	—	—	—	—

* Basis of index changed from August 24.

	Dec. 30	Dec. 23	Dec. 16	Year ago (approx.)
Ind. div. yield %	5.58	5.54	5.64	4.05

STANDARD AND POORS

	Jan. 6	Jan. 5	Jan. 4	Jan. 3	Dec. 30	Dec. 29	1977-78 High	1977-78 Low	Since Compilat'n High	Since Compilat'n Low
‡Industrials	100.60	101.97	102.61	103.22	104.71	104.56	118.92 (3/1/77)	99.88 (2/11)	134.54 (11/1/73)	3.52 (30/6/32)
§Composite	91.62	92.73	93.52	93.82	95.10	94.94	107.00 (3/1/77)	90.71 (2/11)	125.85 (11/1/73)	4.40 (1/6/32)

	Jan. 4	Dec. 28	Dec. 21	Year ago (approx.)
Ind. div. yield %	4.96	4.90	4.99	3.71
Ind. P/E Ratio	8.01	9.15	8.97	11.36
Long Govt. Bond yield	8.04	8.02	7.96	6.57

N.Y.S.E. ALL COMMON

Jan. 6	Jan. 5	Jan. 4	Jan. 3	1977-78 High	1977-78 Low
50.64	51.25	51.55	51.82	57.07 (4/1/77)	49.78 (2/11)

Rises and Falls

	Jan. 6	Jan. 5	Jan. 4
Issues traded	1,874	1,884	1,868
Rises	241	547	487
Falls	1,272	834	936
Unchanged	361	505	443
New Highs	14	13	9
New Lows	81	16	39

		Jan. 6	Jan. 5	Jan. 4	Jan. 3	1977-78 High	1977-78 Low
MONTREAL	Industrial	169.79	171.69	173.12	174.69	186.47 (17/5)	159.02 (26/10)
	Combined	170.35	172.31	173.27	175.04	187.36 (19/1/77)	165.69 (25/10)
TORONTO	Composite	1022.9	1038.4	1045.7	1047.5	1067.4 (19/7)	961.6 (25/10)
JOHANNESBURG	Gold	208.7	204.1	214.2	204.7	214.7 (17/10)	138.4 (28/5)
	Industrials	215.4	213.8	214.6	212.8	214.4 (4/1/78)	169.1 (22/4)

	Jan. 6	Previous	1977-78 High	1977-78 Low
Australia (†)	475.94	474.23	479.43 (3/1/78)	[illegible] (16/6)
Belgium (‡)	92.39	92.96	98.12 (10/1)	90.71 (20/12)
Denmark (**)	97.06	97.18	107.92 (9/6)	95.54 (28/11)
France (††)	51.1	52.0	56.4 (7/1)	43.5 (10/6)
Germany (‡‡)	797.7	796.0	813.3 (17/11)	712.5 (10/5)
Holland (§§)	80.8	80.7	95.2 (4/5)	76.6 (29/9)
Hong Kong (¶¶)	394.82	[illegible]	[illegible] (11/8)	[illegible] (4/1/78)
Italy (‖)	55.80	55.92	73.71 (5/1)	54.90 (22/12)
Japan (a)	370.15	368.01	390.93 (29/9)	350.49 (24/11)
Singapore (b)	282.80	282.76	[illegible] (29/6)	[illegible] (3/6)
Spain (d)	—	97.58	100.00 (31/12)	97.53 (3/1/78)
Sweden (e)	(c)	331.93	416.68 (22/3)	321.61 (11/7)
Switzerl'd (f)	288.9	290.0	318.8 (14/10)	280.5 (3/5)

Indices and base dates (all base values 100 except NYSE All Common — 50 Standards and Poors — 10 and Toronto 300-1,000, the last named based on 1975). † Excluding bonds. ‡ 400 Industrials. § 400 Inds., 40 Utilities, 40 Finance and 20 Transport. (¶) Sydney All Ord. (‖) Belgian SE 31/12/63. (**) Copenhagen SE 1/1/73. (††) Paris Bourse 1961. (‡‡) Commerzbank Dec., 1953. (§§) Amsterdam. Industrial 1970. (¶¶) Hang Seng Bank 31/7/64. (‖‖) Milan 2/1/73. (a) Tokyo New SE 4/1/68. (b) Straits Times 1966. (c) Closed. (d) Madrid SE 31/12/77. (e) Stockholm Industrial 1/1/58. (f) Swiss Bank Corp. 31/12/58. (u) Unavailable.

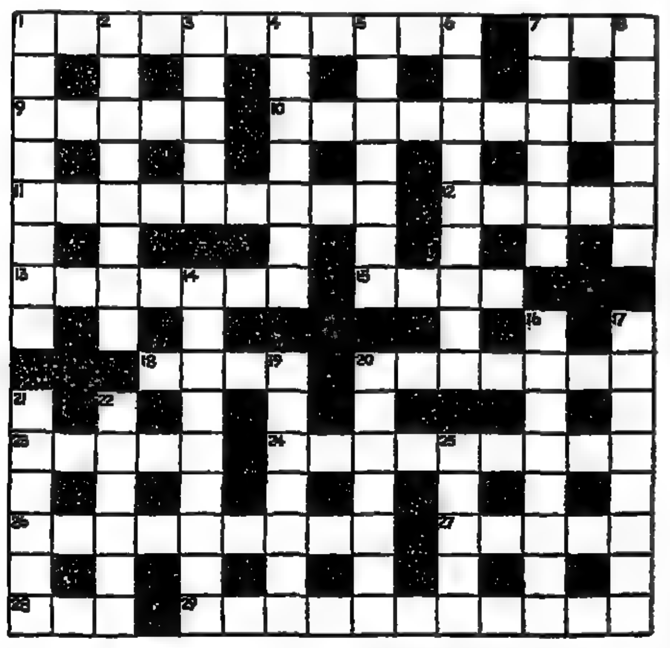
F.T. CROSSWORD PUZZLE No. 3,561

A prize of £ will be given to each of the senders of the first three correct solutions opened. Solutions must be received by next Thursday, marked Crossword in the top left-hand corner of the envelope, and addressed to the Financial Times, 10, Cannon Street, London, EC4P 4BY. Winners and solution will be given next Saturday.

Name ....

Address ....

....



ACROSS

1 Start on the nuts (3,8)
7 Swindle that caught on (3)
9 *Not natural for musician to be keen* (5)
10 Left when qualified (6,3)
11 Spectacular part of police work (9)
12 Part of harness causing suspicion (5)
13 Effacing periods spent on river (7)
15 Article on pole in that case (4)
18 Least possible amount of holiday (4)
20 Share wine with one willing (7)
23 A road tax on rocky ring (5)
24 Peter nice about spot where earthquake broke out (9)
26 No first-class waiter is one male doctor's client (9)
27 Determined party should go one better (5)
28 Took the chair one day (3)
29 Seconds needed to read book on side (7,4)

DOWN

1 Travel south with identical right to flimsy stuff (8)
2 Respite when workers go to pot (3,5)
3 Ties known to the experienced (5)
4 Officer I have taken prisoner (7)
5 Perception is near at hand (7)
6 Plough up? (5,4)
7 Sung by choir as honoured companion has spoken (6)
8 *Spicy item told by head to Margaret* (6)
14 Furnish cover for superior gun-carriage (9)
16 Give wrong name to limit set by re-organisation (8)
17 Opening better place for waiters (4-4)
19 Greek hero makes the things here useless (7)
20 Artist takes father to Bury. (7)
21 *One worries about decay* (6)
22 Little darling has to take favourite to uncle (6)
25 All right going in the night before call up (5)

SOLUTION TO PUZZLE No. 3,560

P	A	C	I	F	I	E	D		S	W	I	T	C	H
A		O		O		X		P		E		H		O
L	I	M	B	O		T	U	R	N	A	B	O	U	T
A		P		T		I		I		T		R		W
T	R	O	M	B	O	N	E	S		H	E	N	N	A
E		S		A		C		O		E				T
	B	I	L	L	E	T		N	A	R	R	A	T	E
S		T		L						F		N		R
C	L	E	A	R	U	P		S	P	O	N	G	E	
A				E		A		T		R		L		A
L	O	T	U	S		S	T	A	T	E	L	E	S	S
P		A		U		T		R		C		I		W
I	N	S	O	L	V	E	N	T		A	G	R	E	E
N		T		T		L		L		S		O		L
G	R	E	A	S	Y		S	E	N	T	I	N	E	L

SOLUTION AND WINNERS OF PUZZLE No. 3,556

S	A	T	I	R	E		F	O	O	L	S	C	A	P
U		R		O		C		U		I		O		O
B	R	A	N	C	H	O	U	T		N	E	R	V	E
M		D		K		U		W		E		O		T
E	D	E	N		F	R	E	E	B	O	O	T	E	R
R		W		F		S		A		F				Y
G	R	I	M	A	C	E		R	E	L	I	S	H	
E		N		I						I		A		D
	A	D	O	R	E	D		S	U	F	F	I	C	E
A				M		E		O		E		N		F
M	A	T	E	I	N	F	O	U	R		S	T	Y	E
E		R		N		L		A		L		M		C
N	A	I	A	D		A	S	S	A	I	L	A	N	T
D		T		E		T		H		M		R		O
S	T	E	A	D	I	E	D		B	A	N	K	E	R

Following are the winners of last Saturday's prize puzzle:

Mrs. A. Coutts, 13, Hopecroft Avenue, Bucksburn, Aberdeen.
Miss A. M. Dingle, 2, Ilex Court, Warwick CV34 4PJ.
Mr. A. W. Lambert, 5, Freeland House, Silverdale Road, Eastbourne, E. Sussex.

Francome favoured on Spring Frolic

DESPITE AN acute lack of competitors at Sandown to-day—where a total of 41 runners will be bidding for a share in added prize money of more than £13,000—a trip to the Esher course can be recommended.

The day's feature event is the Anthony Mildmay, Peter Cazalet Memorial Chase, in which Ghost Writer, Shifting Gold and Top Priority will be aiming to add to their course records. And there are interesting hurdles events in the Panama and the Tolworth.

John Francome, who resumed in exactly the style he envisaged here yesterday—a virtual armchair ride on Mount Tallant—has fancied mounts in both those hurdles events with Spring Frolic and Gruffandgrim.

The first-named, a fast improving Silly Season gelding who opened his account at Nottingham before going on to defeat Hallodri by six lengths at Kempton last month, is likely to have the measure of Belfalas and company in the Panama.

I rather doubt Gruffandgrim coming out on top. He could find Western Rose and last summer's New Zealand Grand National runner-up, Purdo, too good for him.

In the belief that Western Rose put up one of the most promising performances seen by a five-year-old last year, when chasing home the more experienced Kybo at Ascot a week before Christmas, I take him to resume the winning thread.

Shifting Gold, already nibbled at by long-term National ante-post backers, may give those supporters a confidence booster in the Anthony Mildmay.

Here Shifting Gold, the winner of Haydock's Tote Northern Chase on the corresponding day a year ago, is likely to confirm recent superiority over Ghost Writer, despite being 2 lbs worse off at the weights for his 1½-length victory over that rival in the Ewell Chase.

With Shifting Gold declining another tilt at the Tote Northern Chase backers are probably best advised to rely on Gay Spartan. His jockey, Michael Dickinson, *rode last year's winner*.

The seven-year-old Spartan General gelding, Gay Spartan, stayed on strongly to give Jean Premier two stone in weight and a two-length beating over three miles five furlongs at Warwick ten days ago. He seems certain to make a bold show in this follow-up attempt, despite the likelihood that to-day's three-mile trip is now on the sharp side for him.

An hour before the Tote Northern Chase, to which the Horserace Totalisator Board has contributed £4,000, I intend siding with Nimrody in the Philip Cornes Novice Hurdle.

RACING

BY DOMINIC WIGAN

SELECTIONS

HAYDOCK
1.00—Nimrody***
1.30—Bishop's Pawn
2.00—Gay Spartan*
2.30—Brave Kid
3.00—Willrae
3.30—Harry Churchills

SANDOWN
1.00—Andrew Patrick
1.30—Spring Frolic
2.00—Shifting Gold
2.30—Western Rose**
3.00—Silver Seal

MARKET RASEN
12.45—Supreme Sail
1.15—Wayland Prince
2.15—The Sundance Kid
2.45—Son and Heir

OVERSEAS SHARE INFORMATION

Investment premium based $2.60 per £ — 69% (70

NEW YORK

Stock	Jan. 6	Jan. 5
Abbott Labs	52⅞	53¼
Addressograph	14⅝	14¼
Aetna Life & Cas	34¼	35⅜
Air Products	25	25¼
Airco	34⅜	34⅞
Alcan Aluminium	25⅜	25⅝
Alcoa	46	44
Allegheny Ludl.	19¼	19¼
Allegheny Power	20¼	20⅜
Allied Chemical	40½	41⅝
Allied Stores	20¾	21
Allis Chalmers	23⅞	24¼
AMAX	35⅜	35⅝
Amerada Hess	26⅜	26¼
Amer. Airlines	9⅞	10
Amer. Brands	42⅜	42⅝
Amer. Broadcast.	39⅛	39⅝
Amer. Can	38⅛	38⅝
Amer. Cyanamid	25⅜	25⅜
Amer. Elec. Pow.	24⅜	24½
Amer. Express	33⅞	34⅜
Amer. Home Prod.	27¼	27⅝
Amer. Medical	17⅞	18½
Amer. Motors	3⅝	3⅝
Amer. Nat. Gas	44	44⅛
Amer. Standard	36⅝	37
Amer. Stores	30¼	30⅛
Amer. Tel. & Tel.	59⅞	60
Ametek	29⅞	30¼
AMF	16⅜	16⅞
AMP	26¾	26½
Ampex	10¼	10⅛
Anchor Hocking	27⅝	27⅝
Anheuser Busch	19	19¼
Armco Steel	27⅞	28⅛
A.S.A.	21⅝	21⅝
Asamera Oil	9	9⅛
Asarco	14½	14¾
Ashland Oil	30¼	30⅞
Atl. Richfield	49	49⅜
Auto Data Pro.	27	27⅝
AVC	9⅞	9
Avco	16¼	16⅞
Avon Products	46½	46¾
Balt Gas Elect.	26	26½
Bank America	21⅛	22⅛
Bankers Tr. N.Y.	34⅛	34⅝
Barber Oil	28½	28¾
Baxter Travenol	36¼	36¾
Beatrice Food	24	24⅛
Becton Dickinson	31⅝	32
Bell & Howell	14⅝	14¾
Bendix	35¾	36¼
Benguet Cons 'B'	2⅞	3
Bethlehem Steel	20⅞	21⅛
Black & Decker	15	15⅜
Boeing	26½	27⅜
Boise Cascade	23⅞	25
Borden	30⅝	30⅝
Borg Warner	26¼	27⅜
Braniff Int.	9¼	9½
Brascan 'A'	13⅝	13⅞
Bristol Myers	32⅝	32¾
Brit. Pet. ADR	16⅛	16⅛
Brockway Glass	30	29½
Brunswick	13½	14
Bucyrus Erie	19¼	19⅞
Budd	31	24
Bulova Watch	5½	5½
Burlington Nthn	40¾	41
Burroughs	68¼	70¼
Campbell Soup	33¾	33⅝
Canadian Pacific	15⅜	15⅜
Canal Randolph	11⅛	11¼
Carnation	28¾	29⅝
Carrier & General	12⅜	12½
Carter Hawley	18	18⅜
Caterpillar Tract.	52⅛	53¼
CBS	47⅝	48⅛
Celanese Corpn.	38¾	40⅜
Central & S.W.	15⅜	15⅞
Certainteed	21¼	22⅞
Cessna Aircraft	31⅛	32
Chase Manhattan	28⅜	28⅞
Chemical Bk. NY	41¼	41¼
Chesebgh Pond	21⅛	22¼
Chessie System	32⅛	32⅛
Chicago Bridge	46¾	46½
Chromalloy	14⅝	14⅝
Chrysler	12⅞	12⅞
Cinerama	1⅛	1¼
Cinc. Milacron	39⅛	41½
Citicorp	22	22⅝
Cities Service	50⅛	51¾
City Investing	12½	12⅝
Coca Cola	36⅜	36⅜
Colgate Palm	20⅞	21⅛
Collins Aikman	11	11⅜
Columbia Gas	28¼	28¼
Columbia Pict.	16¼	16¼
Com.Ins.Co.of Am.	16½	16⅛
Combustion Eng.	36	35¾
Combustion Eq.	19⅛	19¼
Com'w'th Edison	29⅛	28⅞
Com'w'th Oil Ref.	2⅛	2⅛
Comm. Satellite	29⅞	29¼
Computer Science	8⅝	8⅝
Conrac	21⅝	22⅛
Con. Edison N.Y.	24⅝	25⅛
Consol Foods	24⅝	24⅞
Consol Nat. Gas	43⅝	44½
Consumer Power	23⅝	23¾
Continental Grp.	35⅜	35⅞
Continental Oil	28⅛	28¼
Continental Tele.	15	15
Control Data	25⅞	26½
Cooper Indus	44	44⅝

Stock	Jan. 6	Jan. 5
Corning Glass	50	50⅞
CPC Int'n'tional	45	45½
Crane	25⅝	25⅞
Crocker Nat.	24⅛	24⅛
Crown Zellerbach	32¼	33¼
Cummins Engine	37⅛	37¼
Curt-Wright	19	19
Dana	23	23⅞
Dart Industries	35⅞	36
Deere	24½	24⅝
Del Monte	25¼	25¼
Deltona	5⅜	5⅜
Dentsply Inter.	19	19
Detroit Edison	16⅜	16⅜
Diamond Shamrk	28¼	28¾
Dictaphone	12⅜	12⅝
Digital Equip.	44⅛	44⅛
Disney (Walt)	37¾	38¼
Dover Corpn.	40¼	41¼
Dow Chemical	25¾	25¾
Dresser	42½	43⅛
Du Pont	111½	112⅝
Dymo Industries	12⅝	12¾
Eagle Picher	19⅛	18⅞
East Airlines	6⅛	6
Eastman Kodak	49⅝	49⅝
Eaton	36	36⅛
E. G. & G.	17¼	16¾
El Paso Nat. Gas	15⅞	16⅛
Eltra	26¼	26
Emerson Electric	33¼	33¾
Emery Air Fr'ght	38⅝	39¾
Emhart	31⅛	31¾
E.M.I.	3⅝	3⅝
Engelhard	25⅞	26⅛
Esmark	28¼	29⅜
Ethyl	19⅝	19
Exxon	45⅝	46
Fairchild Camera	23⅜	23½
Fed. Dept. Stores	37⅜	38¼
Firestone Tire	15½	15¾
Fst. Nat. Boston	24⅞	24⅞
Flexi Van	17⅛	18⅝
Flintkote	19⅛	19⅛
Florida Power	32⅛	32½
Fluor	34¼	35
F.M.C.	21⅜	21⅜
Ford Motor	43¼	43⅝
Foremost Mck.	17¼	17½
Foxboro	30¾	32⅛
Franklin Mint	7¾	8
Freeport Mineral	20½	20
Fruehauf	26¼	26½
Fuqua Industries	8¾	9⅛
G.A.F.	10¾	10⅞
Gannett	37⅝	38
Gen.Amer.In	10⅜	10⅝
G.A.T.X.	25½	25⅛
Gen.Cable	11¾	12¼
Gen. Dynamics	43⅞	44½
Gen. Electric	47⅞	48⅝
General Foods	30½	31⅛
General Mills	29¾	29⅜
General Motors	59¾	60⅞
Gen. Pub. Util.	20⅞	21
Gen. Signal	25⅞	27¼
Gen. Tel. Elect.	30⅜	30⅛
Gen. Tyre	23¼	23
Genesco	4	4
Georgia Pacific	26	26¾
Getty Oil	170	171⅛
Gillette	24	24
Goodrich B.F.	19½	19⅞
Goodyear Tire	17	17
Gould	27¼	27¾
Grace W. R.	28½	26¾
Gt. Atlan Pac Tea	8¼	8⅛
Grt. North Iron	24¾	24⅞
Greyhound	12⅞	13
Gulf & Western	11⅛	11⅝
Gulf Oil	25⅛	25¾
Halliburton	61⅝	62⅝
Hanna Mining	37⅜	38
Harnischfeger	15⅞	16¼
Harris Corpn.	42½	43⅝
Heinz H. J.	35¾	35⅞
Heublein	24⅛	24⅝
Hewlett Packard	70⅝	70½
Holiday Inns	14½	14⅞
Homestake	39¼	39¼
Honeywell	44	44⅜
Hoover	11⅞	12
Hosp Corp Amer.	24⅝	24¾
Houston Nat. Gas	25¼	26⅝
Hunt (Ph. A.) Chm	11⅛	11⅝
Hutton (E.F.)	12	12⅛
I.C. Industries	23⅞	24⅛
INA	39⅝	40¼
Ingersoll Rand	53½	56¼
Inland Steel	38⅝	38¾
Insilco	13⅜	13⅛
Intercont Energy	8½	8½
IBM	267	266.87
Intl. Flavours	21⅛	21¼
Intl. Harvester	29⅝	29⅝
Intl. Min & Chem	40	40
Intl. Multifoods	21⅝	22⅛
Inco	16⅛	16⅞
Intl. Paper	40⅛	40¾
IPG	27¾	28⅜
Int. Rectifier	7	7¼
Int. Tel. & Tel.	30½	30⅞
Invest	1⅛	1⅛
Iowa Beef	29⅝	30⅝
IU International	11	11
Jim Walter	29⅞	30¼

Stock	Jan. 6	Jan. 5
Johns Manville	30⅛	31
Johnson Johnson	71⅜	73¼
Johnson Control	26	26¾
Joy Manufactur'g	31¼	32¾
K.Mart Corp.	25⅞	26½
Kaiser Aluminium	30⅝	31
Kaiser Industries	4½	4½
Kaiser Steel	23⅛	23⅛
Kay	5¾	6
Kennecott	21¾	21¼
Kerr McGee	46	46½
Kidde Walter	27⅝	28⅛
Kimberley Clark	39⅝	41¾
Koppers	22	22⅛
Kraft	44	44¾
Kroger Co.	26	26½
Levi Strauss	28⅛	28⅜
Libby Ow. Ford	26	26¾
Liggett Group	27	27⅜
Lilly (Eli)	37⅛	37¼
Litton Indust.	15	14¾
Lockheed Aircr'ft	13	13⅞
Lone Star Inds.	19	19⅛
Long Island Ltd.	16¼	18⅜
Louisiana Land	20⅞	21½
Lubrizol	34½	35¼
Lucky Stores	13⅜	14
L'kes Y'ngst'wn	6¼	6⅜
MacMillan	10¾	10⅞
Macy R. H.	38½	39
Mfrs Hanover	32¾	32⅞
Mapco	34⅞	36⅞
Marathon Oil	47⅝	47⅜
Marine Midland	13⅜	12⅞
Marshall Field	31⅝	33
May Dept. Stores	25¼	25½
MCA	35½	36⅝
McDermott	56¼	55½
McDonnell Doug	25¼	25½
McGraw Hill	18½	18¾
Memorex	27¼	27⅞
Merck	53⅞	53⅝
Merrill Lynch	14¼	14⅜
Mesa Petroleum	37⅞	38⅝
MGM	26	27¼
Minn Ming & Mtg	46⅝	47⅛
Mobil Corp.	60⅝	60¾
Monsanto	55	55
Morgan J. P.	42⅜	43½
Motorola	36	36¼
Murphy Oil	35¾	36⅛
Nabisco	46⅞	47⅛
Nalco Chemical	25½	25⅝
National Can	15⅜	15¾
Nat. Distillers	20⅞	21
Nat. Service Ind.	13⅝	14
National Steel	32¾	33¼
Natomas	37½	38⅛
NCR	38⅜	37⅞
Neptune Imp.	15⅛	15
New England El.	23	23⅛
New England Tel.	35¼	35¼
Niagara Mohawk	15⅛	15½
Niagara Share	11	11
N. L. Industries	17	17⅜
Norfolk & Western	26⅜	26⅜
North Nat. Gas	39⅛	39⅛
Nthn States Pwr	27½	28
Nthwest Airlines	22½	22⅞
Nthwest Bancorp	22⅞	22¾
Norton Simon	18⅞	19⅜
Occidental Petrol	21⅛	22¼
Ogilvy Mather	38¾	40
Ohio Edison	19½	19⅜
Olin	16	16¾
Overseas Ship	23⅛	23½
Owens Corning	63¾	64¼
Owens Illinois	21⅜	22⅛
Pacific Gas	23⅞	24
Pacific Lighting	21	21⅛
Pac. Pwr. & Lt.	21⅛	21⅛
PanAm World Air	4¾	5
Parker Hannifin	23¼	23⅝
Peabody Int.	22½	22⅛
Pen. Pw. & Lt.	22¾	22⅞
Penney J.C.	36¼	35⅝
Pennwalt	28	28
Peoples Drug	8⅛	8⅛
Peoples Gas	33⅝	34¼
Pepsico	26½	27⅛
Perkin Elmer	18¾	19
Pet	34	34½
Pfizer	26⅝	27⅜
Phelps Dodge	20⅞	21⅛
Philadelphia Ele.	19⅜	19⅜
Philip Morris	58¾	59⅞
Phillips Petrol'm	29⅛	30⅛
Pillsbury	38¾	38⅜
Pitney Bowes	18⅞	19⅜
Pittston	25	25⅝
Plessey Ltd ADR	17¼	17⅜
Polaroid	24⅞	25½
Potomac Elec.	15⅝	15¾
PPG Industries	26⅞	26⅞
Procter Gamble	82⅛	83¼
Pub Serve Elect.	22½	22¾
Pullman	26⅞	27¼
Purex	16⅛	16
Quaker Oats	23⅛	23¼
Rapid American	6	6
Raytheon	31⅛	32¼
RCA	24¼	24¼
Republic Steel	22⅛	22⅝

Stock	Jan. 6	Jan. 5
Revlon	41	42
Reynolds Metals	31¼	31⅝
Reynolds R. J.	55¾	58⅜
Rich'son Merrell	22	22½
Rockwell Interl.	29⅜	29⅛
Rohm & Haas	29¾	31
Royal Dutch	55	56⅛
[illegible]	13⅛	13⅝
Russ Togs	12	12⅛
Ryder System	14¾	15
Safeway Stores	39½	39⅞
St. Joe Minerals	30¾	31
St. Regis Paper	29⅞	30¼
Santa Fe Inds.	57¼	58⅞
Saul Invest.	4⅜	4½
Saxon Inds.	4¾	4⅞
Schlitz Brewing	10⅜	10½
Schlumberger	70¼	71
SCM	17	17
Scott Paper	13⅛	13½
Scovil Mfg.	21¾	22⅛
Scudder Duo Vest	6⅜	6¾
Sea Containers	23⅝	24¼
Seagram	21⅝	21¾
Searle (G.D.)	13	13
Sears Roebuck	25⅝	26⅛
SEDCO	37¼	37⅛
Shell Oil	30⅞	32¼
Shell Transport	39⅝	40¼
Signal	29½	30⅜
Signode Co.	37⅛	36⅝
Simplicity Pat.	11¾	12
Singer	19⅜	19⅝
Smith Kline	47¼	47⅝
Solitron	2	2
Southdown	18¼	18¼
Southern Cal. Ed.	26⅛	26⅛
Southern Co.	17⅜	17⅛
Sthn. Nat. Res.	31⅛	32¾
Southern Pacific	34⅛	34
Southern Railway	47	49
Southland	24	25¼
S'w't Bancshare	25½	25¾
Sperry Hutch	16	16½
Sperry Rand	35⅝	35½
Squibb	22⅞	23⅜
Standard Brands	[illegible]	25⅝
Std. Oil California	[illegible]	37¼
Std. Oil Indiana	[illegible]	47⅛
Std. Oil Ohio	[illegible]	70¼
Stauff Chemical	[illegible]	35⅝
Sterling Drug	[illegible]	14⅞
Studebaker	[illegible]	45⅞
Sun Co.	[illegible]	42¼
Sundstrand	[illegible]	34½
Syntex	[illegible]	20
Technicolor	10	10¼
Tektronix	36	36¾
Teledyne	68	68⅛
Telex	5	5
Tenneco	29¾	30
Tesoro Petroleum	7⅞	8
Texaco	26¾	26⅞
Texasgulf	18⅝	19⅝
Texas Instm.	69⅞	70⅛
Texas Oil & Gas	40⅝	[illegible]
Texas Utilities	21⅝	[illegible]
Time Inc.	37⅝	[illegible]
Times Mirror	24½	[illegible]
Timken	48¾	[illegible]
Trane	33⅞	[illegible]
Transamerica	14½	[illegible]
Transco	21⅝	[illegible]
Trans Union	33¼	[illegible]
Transway Int'nl	23⅛	[illegible]
Trans World Air.	9⅞	[illegible]
Travellers	29	[illegible]
Tri Continental	20	20
T.R.W.	40½	41
20th Century Fox	21⅛	21⅛
UAL	19⅜	20⅜
UARCO	20⅝	20⅞
UGI	22⅝	22½
UOP	14½	15⅛
Unilever	41	40¼
Unilever NV	53¾	55¼
Union Bancorp	15	15
Union Carbide	39⅝	40¼
Union Commerce	6⅞	7
Union Oil Calif.	50⅝	50¾
Union Pacific	46½	47⅛
Uniroyal	7⅛	8⅛
United Brands	7⅜	7¾
United Corp.	10⅜	10⅜
US Bancorp	31¾	32⅛
US Gypsum	22⅛	23⅛
US Shoe	23⅜	23½
US Steel	30⅛	31¼
U. Technologies	34⅝	35⅜
UV Industries	18⅞	19⅜
Virginia Elect.	14¼	14¼
Walgreen	17¾	17¾
Warner Commun.	31¼	32¼
Warner-Lambert	25½	25⅞
Waste Man'ment	18¼	18⅝
Wells-Fargo	26⅝	26½
Western Bancorp	31⅛	32
Western N. Amer.	26	26⅛
Western Union	16⅜	16¾
Westinghse Elec.	17⅜	17½
Westvaco	26	28¾
Weyerhaeuser	26⅝	26⅝
Whirlpool	21⅛	21¾
White Con. Ind.	21⅜	21¼
William Co.	18½	18⅞
Wisconsin Elect.	30	30⅝

Stock	Jan. 6
Woolworth	19
Wyly	0⅞
Xerox	45⅝
Zapata	16⅞
Zenith Radio	13¼
Chile 3½ 1993	101⅝
U.S. Treas 4% 1980	†94
US Treas 4¼% 75-78	†81½
U.S. 90 Day bills	6.24%

CANADA

Stock	Jan. 6
Abitibi Paper	10½
Agnico Eagle	6⅛
Alcan Aluminium	27⅞
Algoma Steel	14¾
Asbestos	38⅛
Bank of Montreal	17⅜
Bank Nova Scotia	18⅞
Basic Resources	7
Bell Telephone	53¾
Bow Valley Inds.	20¾
BP Canada	16½
Brascan	15
Brinco	†3.25
Calgary Power	36⅛
Canada Cement	9¼
Canada NW Land	11⅞
Can Imp Bank Com	24¼
Canada Indust.	18½
Can. Pacific	17
Can. Pacific Inv.	18¼
Can. Super Oil	55⅛
Carling O'Keefe	3.25
Cassiar Asbestos	9¼
Chieftain	19⅛
Cominco	27⅞
Cons Bathurst	31¾
Consumer Gas	16¼
Coseka Resources	7⅛
Costain Rich.	9⅝
Denison Mines	33
Dome Mines	76
Dome Petroleum	54⅛
Dominion Bridge	23
Domtar	14⅝
Dupont	12⅛
Falcon'ge Nickel	19
Ford Motor Can.	80¾
Genstar	26½
Giant Yel'knife	12¼
Gulf Oil Canada	28¼
Hawker Sid. Can.	5¼
Hollinger	29½
Home Oil 'A'	40¼
Hudson Bay Mng.	16⅝
Hudson Bay	17¼
Hudson Oil & Gas	43
I.A.C.	17⅛
Imasco	30⅛
Imperial Oil	20⅜
Inco	18⅜
Indal	8¼
Inland Nat. Gas	10½
Int'pr'v Pipe Line	14
Kaiser Resources	13¾
Laurent Fin Corp	7⅛
Loblaw Com. 'B'	3.65
Mc'mill'n Bloedl	16⅝
Massey Ferguson	15⅛
McIntyre Porcup.	34¾
Moore Corpn.	29½
Noranda Mines	23
Norcen Energy	17¼
Nthn. Telecom	36¼
Numac Oil & Gas	16¼
Oakwood Pete'm	5.12
Pacific Copper M	1.90
Pacific Petroleum	37¾
Pan. Can. Pet'm	38
Patino	†15
Peoples Dept. S.	4.50
Place Gas & Oil	1.01
Placer Developmt.	21
Power Corpor'n	9⅞
[illegible]	10⅜
Quebec Sturgeon	1.40
Ranger Oil	[illegible]
Reed Shaw	9¼
Rio Algom	27⅞
Royal Bk. of Can.	26⅛
Royal Trust	16¼
Sceptre Resources	6⅞
Seagram	25½
Shell Canada	16½
Sherritt G. Mines	4.80
Siebens O.G.	23⅛
Simpson	4.65
Steel Canada	24⅛
Steep Rock Iron	2.80
Texaco Canada	37
Toronto Dom. Bk.	18⅝
Trans Can. Pipe Ln.	18
Trans Mount Oil	8¾
Trizec	†10
Union Gas	10¼
Walker Hiram	29½
West Coast Trans	33⅛
Weston (Geo.)	14⅝

* Asked. † Bid. ‡ [illegible] § Trd. ¶ New stock.

GERMANY ◆

Jan. 6	Price Dm.	+ or —	Div. %	Yld. %
AEG	87.2	+1.2	—	—
Allianz Versich	479.5	+1.5	18	1.9
BMW	225.0	−0.5	20	4.4
BASF	157.9	−1.2	17	6.2
Bayer	134.7	−1.0	18	5.9
Bayer. Hypo	276	−1	20	3.6
Bayer. Vereinsbk	308	−1	20	3.2
Ciba Int. Ned. wrts	150	—	—	—
Commerzbank	216.5	+0.5	18	4.2
Conti Gummi	70.2	+1.5	—	—
Daimler Benz	322	−2	19	3.0
Degussa	274	+5	18	3.3
Demag	151.6	−0.2	14	4.6
Deutsche Bank	300.0	−1.5	18	3.3
Dresdner Bank	235	−1	20	4.1
Dyckerhoff Zemt	155	+5	4	1.3
Gutehoffnung	211.5	+1.0	12	2.9
Hapag Lloyd	113.5	−1.6	12	5.2
Harpener	228	−1	[illegible]	3.9
Hoechst	128.0	−1.4	18	6.2
Hoesch	45.0	+0.5	4	4.4
Horten	133	−2	10	3.7
Kali und Salz	144.0	—	9	3.1
Karstadt	339.5	−5.5	20	2.9
Kaufhof	220	—	20	4.5
Klockner Dm 100	90	+2	—	—
KHD	170.5	−1.0	12	3.5
Krupp	101.0	—	—	—
Linde	240.0	−1.5	16	3.3
Lowenbrau Dm 100	1,560	—	20	1.3
Lufthansa	109.5	+0.5	7	3.2
MAN	200.8	−0.2	12	3.0
Mannesmann	165.7	−0.1	14	—
Metallges	233.0	−0.5	10	2.2
Munchener Ruck	480	+5	18	1.9
Neckermann	124.5	−1	—	—
Preussag Dm 100	119.5	—	7	5.9
Rhein West Elect	207.0	—	16	3.9
Schering	271.3	+0.3	20	3.7
Siemens	293.5	−1.5	16	2.7
Sud Zucker	245	−0.5	17	3.5
Thyssen A.G.	119.5	+1.5	11	4.6
Varta	177.0	—	14	3.9
VEBA	116.0	+1.2	12	5.2
Verein & West Bk	295	−14	20	3.4
Volkswagen	214.5	+4.3	10	2.3

BRUSSELS/LUXEMBOURG

Jan. 6	Price Frs.	+ or —	Div. Frs. Net	Yld. %
Arbed	1,670	+25	—	—
Bq. Brx. Lamb.	1,480	+10	80	4.1
Bekaert "B"	1,790	+15	112	5.3
C.B.R. Cement	1,214	−26	90	7.4
Cockerill	360	—	—	—
EBES	2,320	+20	177	7.6
Electrobel	5,930	+50	450	7.2
Fabrique Nat.	2,500	......	170	6.8
G.B. Inno Bm.	1,885	−10	130	6.9
Gevaert	1,256	+16	80	6.5
Hoboken	2,560	−40	160	5.8
Intercom	1,810	+20	142	8.0
Kredietbank	6,360	......	265	3.8
La Royale Belge	5,230	+30	305	5.8
Pan Holding	2,500	......	52.25	5.2
Petrofina	3,715	−25	174	4.7
Soc Gen Banque	2,750	+5	189	6.9
Soc Gen Belgique	1,930	+30	130	7.0
Sofina	3,095	+50	205	6.5
Solvay	2,475	−5	[illegible]	6.1
Traction Elect.	2,610	+10	162	6.5
UCB	990	−50	—	—
Un. Min. (1/10)	738	−4	60	8.2
Vieille Montagne	1,510	......	100	6.7

SWITZERLAND ◆

Jan. 6	Price Frs.	+ or —	Div. %	Yld. %
Aluminium	1,350	−10	6	2.3
BBC 'A'	1,625	+5	10	3.0
Ciba Geigy (Fr.100)	1,180	−10	22	1.8
Do. Pt. Certs	885	−10	22	2.5
Do. Reg.	620	......	22	3.6
Credit Suisse	2,230	+5	16	3.6
Electrowatt	1,600	−10	10	3.1
Fischer (Georg)	735	−10	5	3.4
Hoffman Pt. Certs	86,250	−750	550	3.6
Do. (small)	8,650	−60	55	0.7
Interfood B	3,300	......	20	3.0
Jelmoli (Fr.100)	1,400	−5	20	1.4
Nestle (Fr.100)	3,550	+50	85.8	2.5
Do. Reg.	2,210	+10	85.8	3.9
Oerlikon-B (F.250)	2,470	−15	14	5.7
Pirelli (Fr.100)	252	−2	15	5.9
Sandoz (Fr.250)	3,950	−40	26	1.6
Do. Part Certs	495	+5	26	2.7
Schindler Ct F100	316	......	9	1.4
Sulzer (Ct.F.100)	383	+1	14	3.7
Swissair (F.350)	809	−3	8.57	3.7
Swiss Bank (F.100)	435	+1	10	2.3
Swiss (Re.F.250)	4,775	......	40	2.1
Union Bank	3,250	......	20	3.1
Zurich Ins.	11,500	+100	40	1.7

PARIS

Jan. 6	Price Frs.	+ or —	Div. Frs.	Yld. %
Rente 4½	694.5	+7.5	4½	0.6
Afrique Occid't'le	305.5	−12.5	21.16	6.9
Air Liquide	289.1	−1.9	16.5	5.0
Aquitaine	503	−12	24	7.9
BIC	470	−19	11.16	2.4
Bouygues	555.0	−11.5	31.5	8.7
B.S.N. Gervais	355	−9	37.8	10.5
Carrefour	1,184	−16	60	5.1
C.G.E.	245.1	−4.4	27.0	11.1
C.I.T. Alcatel	845	−17	59.3	5.9
Cie Bancaire	255.1	−6.9	12	4.7
Club Mediter.	314.6	−11.7	6.53	2.0
Credit Com Fr'ce	100	......	11.1	11.1
Creusot Loire	56.0	−3.4	12	20.5
Dumez	415	−24	16.05	3.8
Fr. Petroles	95.2	−1.8	3.55	3.7
Gen. Occidentale	179.0	−1.2	8.25	4.6
Imetal	57.5	−1.5	5.25	9.1
Jacques Borel	103.0	−4.5	—	—
Lafarge	141.8	−1.2	16.77	11.8
L'Oreal	520	−40	16.88	3.1
Legrand	1,275	−37	31.95	2.5
Maisons Phenix	744	−27	39.9	5.4
Michelin "B"	1,076	−45	32.55	3.0
Moet Hennessy	325	−12	12.6	3.9
Moulinex	154.2	−5.8	3	1.9
Paribas	131.0	−3.5	19.95	15.2
Pechiney	69.5	−2.0	7.5	10.8
Pernod-Ricard	190.2	−2.8	12	6.3
Peugeot-Citroen	252.4	−9.6	15	6.0
Poclain	105.2	−5.3	—	—
Radio Technique	355.5	−8.5	25.5	7.2
Redoute	475	−27	24	5.0
Rhone Poulenc	50.9	−0.6	5	10.0
St. Gobain	114	−2	13.05	11.9
Skis Rossignol	1,535	−85	39	2.4
Suez	202.0	−2.5	25.5	12.4
Telemecanique	563	−22	21.75	3.7
Thomson Brandt	128.8	−1.2	15.15	11.7
Usinor	16.80	−0.15	—	—

STOCKHOLM

Jan. 6	Price Kronor	+ or —	Div. Kr.	Yld. %
AGA AB (Kr.50)	165	......	5.8	3.4
Alfa Laval B (Kr.50)	148	......	5	3.4
ASEA (Kr.50)	93.5	+4	5	5.3
Atlas Copco (Kr.25)	115	+0.5	6	5.2
Billerud	71	......	6	9.5
Bofors	96	......	4	4.2
Cardo	361	+1	12	3.3
Cellulosa	193	+1	10	5.2
Elec'lux 'B' (Kr.50)	121	−2	5.5	4.5
Ericsson 'B' (Kr.50)	132	−2	6	4.8
Esselte "B"	113	+3	8	3.7
Fagersta	70	+1	8	11.4
Granges (free)	41	+4	—	—
Handelsbanken	265	+1.5	14.87	5.7
Marabou	110	−1	8	7.3
Mo Och Domsjo	97.5	......	5.5	11.3
Sandvik A.B.	200	+1	5.03	2.6
S.K.F. 'B' Kr.	60	+5	4.5	7.5
Skand Enskilda	129	+1	8	6.2
Tandstik 'B' Kr.50	85.5	+0.5	5	5.8
Uddeholm	39	+2.5	—	—
Volvo (Kr. 50)	58.5	−0.5	6	10.2

COPENHAGEN ◆

Jan. 6	Price Kroner	+ or —	Div. %	Yld. %
Andelsbanken	140	+2¼	10	7.1
Burm'str W. a/s	395	+2	15	3.8
Danske Bank	130	+2	11	8.5
East Asiatic Co.	247	+¼	12	4.9
Finansbanken	116¼	+¾	13	11.2
For. Bryggerier	347	......	12	3.4
For. Papir	80¼	+½	8	9.9
Handelsbank	134	+5	11	8.2
G.N'th'n H. (Kr80)	255	+1	12	4.3
Nord Kabel	265¾	+3¾	12	4.5
Olliefabrik	100	−1¼	—	—
Privatbank	137½	+1¾	11	8.1
Provinsbank	144	+2¼	11	7.6
Soph. Berendsen	368½	+5½	12	3.3
Superfos	194	−¾	12	6.2

MILAN

Jan. 6	Price Lire	+ or —	Div. Lire	Yld. %
ANIC	115	+4	—	—
Bastogi	362	+2	—	—
Fiat	1,890	−9	150	7.9
Do. Priv.	1,495	......	150	10.1
Finsider	89	+2	—	—
Italcementi	9,550	−200	200	2.1
Italsider	102	+3	—	—
Mediobanca	30,010	+10	1,200	4.0
Montedison	119.75	+1.75	—	—
Olivetti Priv	735	......	—	—
Pirelli & C.	1,911	−19	110	5.8
Pirelli Spa	1001	+8	80	8.0
Snia Viscosa	372	+5	—	—

AUSTRALIA

Jan. 6	Aust. $	+ or —
ACMIL (25 cent)	†0.79	......
Acrow Australia	†0.86	......
Allied Mntg-Trdg. Indus $1	†2.30	......
Ampol Exploration	†1.32	+0.02
Ampol Petroleum	†0.85	......
Assoc. Minerals	†0.88	+0.03
Assoc. Pulp Paper $1	†1.05	+0.05
Assoc. Con. Industries	†1.80	−0.05
Aust. Foundation Invest.	†1.00	......
A.N.I.	†1.55	......
Audimco	†0.55	−0.02
Aust. Oil & Gas	†0.29	+0.01
Blue Metal Ind.	†0.96	+0.01
Bougainville Copper	†1.05	−0.01
Broken Hill Proprietary	†5.66	......
BH South	†0.98	......
Carlton United Brewery	†1.95	......
C.J. Coles	†1.96	+0.02
CSR ($1)	†3.04	−0.01
Cons. Goldfields Aus.	†2.30	......
Container ($1)	†2.12	+0.02
Conzinc Riotinto	†2.25	−0.08
Costain Australia	†1.30	......
Dunlop Rubber ($1)	†1.35	−0.01
ESCOR	†0.98	+0.05
Elder Smith	†2.05	−0.05
E.Z. Industries	†2.20	......
Gen. Property Trust	†1.40	......
Hamersley	†2.30	......
Hooker	†0.75	......
I.C.I. Australia	†2.15	......
Inter-Copper	†0.25	......
Jennings Industries	†1.35	−0.02
Jones (David)	†1.04	+0.02
Metals Exploration	†0.30	......
MIM Holdings	†1.80	......
Myer Emporium	†1.93	+0.01
News	†2.15	......
Nicholas International	†0.97	......
North Broken H'dings (50c)	†1.15	......
Oakbridge	†1.55	......
Oil Search	†0.09	−0.01
Pioneer Concrete	†1.51	+0.01
Reckitt & Colman	†3.30	−0.05
H. C. Sleigh	†0.82	+0.01
Southland Mining	†0.30	......
Tooth ($1)	†1.88	+0.02
Waltons	†0.94	+0.01
Western Mining (50cents)	†1.23	......
Woolworths	†1.60	−0.01

AMSTERDAM

Jan. 6	Price Fls.	+ or —	Div. %	Yld. %
Ahold (Fl.20)	100.5	+0.5	24	4.8
Akzo (Fl.20)	24	−0.5	—	—
Algem Bnk (Fl.100)	326	−1.5	A22.5	5.9
Amev (Fl.10)	73.5	+0.5	44	6.0
Amro Bank (Fl.20)	66.9	−0.3	22	6.5
Bijenkorf (Fl.20)	78.1	......	25	5.9
Boka Westm (Fl.10)	120.6	+0.6	70	5.8
Buhrm-Tetterode	66.2	−0.1	25	7.6
Elsevier (Fl.20)	252.0	......	121	1.7
Ennia N.V. Bearer	124	+0.5	32.5	4.6
EuroComTst Fl.10	62.0	......	4.8	5.6
Gist Brocades (F.10)	41.5	......	22	5.3
Heineken (Fl.25)	132.7	+1	14	2.6
Hoogovens (Fl.20)	25.7	−0.7	10.25	7.7
Hunter D. (F.100)	24.8	+0.5	12	4.9
I.H.C. Holland	16.5	......	10	6.1
KLM (Fl.100)	119	−0.7	—	—
Int. Muller (12)	40.0	−0.4	18	8.9
Naarden (Fl.0)	37.8	−0.5	10	2.5
Nat Ned Ins (Fl.10)	99.9	+0.5	46.2	4.5
Ned Cred Bk (Fl.20)	49.5	+0.1	20	8.1
Ned. Mid Bk (Fl.50)	174.1	+0.3	20	5.8
Oce (Fl.20)	161.2	+1.1	A34	4.5
Van Ommeren	136.5	+3.5	8	5.9
Pakhoed (Fl.20)	44.5	+4	21	9.4
Philips (Fl.10)	26.3	−0.4	16	6.0
Rijn Sch Ver Fl.100	60.0	+1.6	—	—
Robeco (Fl.50)	170.8	−0.7	A25.2	7.3
Rolinco (Fl.50)	119	−0.5	5	2.1
Rorento (Fl.50)	129.7	......	9	a5.5
Royal Dutch (Fl.20)	127.8	−2.5	A50	7.9
Slavenburg	238.5	−0.5	19	7.9
Stevin Grp (Fl.20)	147.2	−0.2	27½	3.7
Tokyo Pac Hlds $	88.5	+0.5	50	0.8
Unilever (Fl.20)	123.2	−0.6	A51.8	6.9
Viking Res. Int. $1	43.9	+0.4	20	1.1
Westland Ut. Bank	393.0	−0.8	32	4.1

OSLO

Jan. 6	Price Kroner	+ or —	Div. %	Yld. %
Bergen Bank	99.50	−2.25	10	10.1
Borregaard	50.0	......	4	6.7
Creditbank	113	−1	11	9.8
Kosmos	325	−10	20	6.2
Kreditkassen	112.0	−2.5	11	9.8
Norsk Hydrokr. 80	192.5	+9.5	12	5.0
Storebrand	90.00	+1.25	9	10.0

TOKYO ¶

Jan. 6	*Prices Yen	+ or —	Div. %
Asahi Glass	[illegible]	−1	14
Canon	[illegible]	+16	12
Casio	[illegible]	+7	25
Chinon	[illegible]	+5	20
Dai Nippon Print	545	−10	18
Fuji Photo	480	[illegible]	15
Hitachi	187	+2	12
Honda Motors	440	[illegible]	[illegible]
House Food	870	[illegible]	[illegible]
C. Itoh	229	[illegible]	[illegible]
Ito-Yokado	1,260	[illegible]	[illegible]
Jaccs	480	[illegible]	[illegible]
J.A.L.	2,630	[illegible]	[illegible]
Kansai Elect. Pw.	1,140	[illegible]	[illegible]
Komatsu	265	[illegible]	[illegible]
Kubota	270	[illegible]	[illegible]
Kyoto Ceramic	2,290	[illegible]	[illegible]
Matsushita Ind.	665	[illegible]	[illegible]
Mitsubishi Bank	280	[illegible]	[illegible]
Mitsubishi Heavy	145	[illegible]	[illegible]
Mitsubishi Corp.	401	[illegible]	[illegible]
Mitsui & Co.	306	[illegible]	[illegible]
Mitsukoshi	520	[illegible]	[illegible]
Nippon Denso	925	[illegible]	[illegible]
Nippon Shinpan	642	−7	[illegible]
Nissan Motors	673	+4	[illegible]
Pioneer	1,290	[illegible]	[illegible]
Sanyo Electric	200	+4	[illegible]
Sekisui Prefab	1,010	[illegible]	[illegible]
Shiseido	925	+11	[illegible]
Sony	1,720	−30	[illegible]
Taisho Marine	260	[illegible]	[illegible]
Takeda Chemical	245	−3	[illegible]
TDK	1,330	+30	[illegible]
Teijin	111	+3	[illegible]
Tokio Marine	509	−3	[illegible]
Tokyo Elect Pow'r	1,160	+20	[illegible]
Tokyo Sanyo	218	+6	[illegible]
Tokyo Shibaura	120	+2	[illegible]
Toray	124	+7	[illegible]
Toyota Motor	710	+6	[illegible]

Source Nikko Securities

VIENNA

Jan. 5	Price %	+ or —
Creditanstalt	350	−2
Perlmooser	265	−2
Selecta	573xr	−4
Semperit	95	−3
Steyr Daimler	182	+4
Veit Magnesit	316	−3

JOHANNESBURG

MINES

Jan. 5	Rand
Anglo American Corpn.	5.37
Charter Consolidated	[illegible]
East Driefontein	[illegible]
Elsburg	2.20
Harmony	[illegible]
Kinross	[illegible]
Kloof	5.80
Rustenburg Platinum	1.48
St. Helena	13.25
South Vaal	[illegible]
Gold Fields SA	[illegible]
Union Corporation	[illegible]
De Beers Deferred	[illegible]
Blyvooruitzicht	6.65
East Rand Pty.	[illegible]
Free State Geduld	[illegible]
President Brand	[illegible]
President Steyn	[illegible]
Stilfontein	4.70
Welkom	4.15
West Driefontein	[illegible]
Western Holdings	[illegible]
Western Deep	[illegible]

INDUSTRIALS

AECI	[illegible]
Anglo-Amer. Industrial	[illegible]
Barlow Rand	[illegible]
CNA Investments	[illegible]
Currie Finance	0.67
Edgars Consold. Inv.	[illegible]
Edgars Stores	[illegible]
Ever Ready SA	[illegible]
Federale Volksbeleggings	[illegible]
Greatermans Stores	3.45
Guardian Assurance (SA)	1.75
Huletts	[illegible]
LTA	[illegible]
McCarthy Rodway	[illegible]
NedBank	[illegible]
OK Bazaars	[illegible]
Premier Milling	[illegible]
Pretoria Cement	[illegible]
Protea Holdings	[illegible]
Rand Mines Properties	[illegible]
Rembrandt Group	[illegible]
Retco	[illegible]
Sage Holdings	1.45
SAPPI	[illegible]
C. G. Smith Sugar	[illegible]
Sorec	[illegible]
SA Breweries	1.32
Tiger Oats and Nat. Milling	[illegible]
Unisec	[illegible]

Securities Rand Discount

SPAIN ♥

January 5	Per cent	
Asland	104.50	[illegible]
Banco Bilbao	270	− 3
Banco Atlantico (1,000)	[illegible]	—
Banco Central	309	—
Banco Exterior	275	− 2
Banco General	258	—
Banco Granada (1,000)	167	—
Banco Hispano	272	− 6
Banco Ind. Cat. (1,000)	178	− 2
B. Ind. Mediterraneo	182	—
Banco Popular	286	+ 2
Banco Santander (250)	325	—
Banco Urquijo (1,000)	266	− 4
Banco Vizcaya	239	− 1
Banco Zaragozano	278	—
Bankunion	152	—
Banus Andalucia	248	—
Babcock Wilcox	33	− 1
CIC	128	—
Dragados	225	+ 3
Inmobanif	126	—
E. I. Aragonesas	53.50	− 2.50
Espanola Zinc	[illegible]	—
Expl Rio Tinto	105.75	+ 1.25
Fesca (1,000)	75.50	+ 0.25
Fenosa (1,000)	72	—
Gal. Preciados	[illegible]	—
Grupo Velazquez (400)	[illegible]	—
Hidrola	72.50	+ 0.75
Iberduero	65.50	− 0.50
Olarra	29	− 1
Papeleras Reunidas	66	—
Petroliber	141	—
Petroleos	188	+ 2.50
Sarrio Papelera	78	—
Sniace	56	− 2
Sogefisa	142	+ 2
Telefonica	89	− 1
Torras Hostench	112	—
Tubacex	91	− 1.50
Union Elec.	65.25	− 0.75

BRAZIL

Jan. 4	Price Cruz	+ or —	Div. Cruz	Yld. %
Acesita	1.25	+0.05	0.12	9.60
Banco Brazil BP	4.14	+0.15	0.18	4.35
Belgo Mineira OP	1.56	+0.03	0.12	6.45
Docas OP	0.96	+0.01	0.14	14.58
Lojas Amer. OP	3.22	−0.05	0.20	6.21
Mannesmann OP	2.37	+0.02	0.18	7.59
Petrobras PP	2.79	+0.05	0.10	3.62
Samitri OP	1.20	−0.01	0.06	5.00
Souza Cruz OP	3.33	+0.06	0.23	6.91
Vale Rio Doce PP	1.65	+0.03	0.13	7.88

Vol. Cr.168.1m. Shares 72.6m.
Source: Rio de Janeiro SE

NOTES: Overseas prices exclude $ premium. Belgian dividends are after withholding tax.

◆ DM50 denom. unless otherwise stated. ♥ Ptas.500 denom. unless otherwise stated. ♣ Kr.100 denom. unless otherwise stated. ◆ Frs.500 denom. unless otherwise stated. ¶ Yen 50 denom. unless otherwise stated. $ Price at time of suspension. *a* Florins. *b* Schillings. *c* Cents. *d* Dividend after pending rights and/or scrip issue. *e* Per share. *f* Francs. *g* Gross div. %. *h* Assumed dividend after scrip and/or rights issue. *k* After local taxes. *m* % tax free. *n* Francs, including Unilac div. *p* Nom. *q* Share split. *s* Div. and yield exclude special payment. *t* Indicated div. *u* Unofficial trading. *v* Minority holders only. *y* Merger pending. * Asked. † Bid. § Traded. ‡ Seller. *z* Assumed. *xr* Ex rights. *xd* Ex dividend. *xc* Ex scrip issue. *xa* Ex all. Δ Interim since increased.

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OVERSEAS NEWS

Suharto announces austere draft budget for Indonesia

JAKARTA, Jan. 6.

INDONESIA HAS unveiled an austere 1978-79 draft budget featuring restrained growth in development spending and an increased dependence on non-oil sources of domestic tax revenues.

The plan, presented by President Suharto to Indonesia's parliament on Thursday, projects a 13.6 per cent. increase in revenues and expenditures to $11.5bn. from $10.2bn. in 1977-78. The budget, following approval by parliament, will take effect from April 1.

The new budget indicates strongly that Indonesia will continue to stress cautious fiscal policies, despite the country's considerably improved overall financial situation.

Despite Indonesia's good export performance in 1977 and an increase in the country's foreign reserves to more than $2.6bn. in December 1977 from $1.22bn. a year earlier, President Suharto devoted little comment to those developments and none at all to Jakarta's rebound from the Pertamina crisis, reports the Asian Wall Street Journal.

Although noting that Indonesia's economic position "improved" in 1977, President Suharto offered a cautious assessment of the economic outlook for the coming fiscal year. On the positive side, he said efforts to stabilise prices have been "quite satisfactory."

He noted that in 1977 inflation grew 11.84 per cent., down from a 14.2 per cent. rise in 1976. He predicted that the rate of increase in inflation for the 1977-78 fiscal year ending March 31 will be about 12 per cent. He didn't set an inflation target for fiscal 1978-79.

President Suharto said he expected gross export earnings for the current fiscal year to reach $10.4bn., an increase of about 13 per cent. from fiscal 1976-77. He attributed the increase to "stable" commodity prices of non-oil exports in particular. Export earnings will rise to $11bn. in 1978-79, up 5.9 per cent. He said imports in the current fiscal year will total about $8.8bn. and predicted they will increase 6.7 per cent. in fiscal 1978-79 to $9.5bn.

A key feature of the budget address was its indirect highlighting of growing uncertainty about the future of Indonesia's crucial oil sector. President Suharto noted only that net oil export earnings are estimated to reach $4.65bn. in 1978-79, up 4.6 per cent. from the current year's projections.

Instead, President Suharto stressed the importance of raising significantly non-oil sources of domestic revenues. Noting that State revenues are projected to increase about 14 per cent. from the current fiscal year to $9.54bn.

President Suharto added that the increase would have been much more if the Organisation of Petroleum Exporting Countries (OPEC), of which Indonesia is a member, had voted a price increase last month.

Indicating Indonesia's disappointment at the OPEC decision, President Suharto said the country has been "compelled to exploit more intensively different sources of revenues other than oil." He said he has instructed government finance officials to increase the effectiveness of Indonesia's tax apparatus to boost non-oil revenues.

AP-DJ

Australia delays uranium export until unions decide

CANBERRA, Jan. 6.

DEPUTY Prime Minister Doug Anthony announced here to-day that there would be no uranium shipments from Australia until mid-February when trade union members decide if they will support the mining and export of Australia's vast nuclear-fuel reserves.

Mr. Anthony, who is also Minister for Trade and Resources, said in a statement the decision was to ensure that nothing occurred to create tension during the vote on the issue by union members.

"The Government will defer consideration of any arrangements for further shipments until that time when members of unions involved in the uranium industry participate in the poll," the statement said.

Mr. Anthony said the Government was consulting with Japanese and British companies expecting uranium shipments earlier to explain the position.

The Australian Government decided last September to lift a four-year ban on mining and export of uranium causing a split among trade unions some of whom are opposed to nuclear development.

● Australian unemployment rose to a post-war record high of 404,100 or 6.5 per cent. of the workforce in December from 357,000 or 5.8 per cent. in November and 327,500 or 5.4 per cent. in December 1976, Employment and Industrial Relations Minister Tony Street said in a statement.

Unfilled job vacancies fell to 20,000 from 20,200 in November and 26,500 in December 1976. Mr. Street said movements in the statistics were dominated by normal seasonal influences.

Reuter

INTERNATIONAL COMPANY NEWS

Rise of 8% in bankruptcy in Germany

By Guy Hawtin

FRANKFURT, Jan. 6.

BANKRUPTCIES in West Germany increased heavily last year despite the slight upturn in the economy. This must come as a major disappointment to the Federal authorities, who last year reported a significant slowdown in the bankruptcy figures.

According to figures from the Federal Statistical Office in Wiesbaden, there were 10,100 bankruptcies in West Germany during 1977. A large proportion of them were small companies and tradesmen whose businesses have been destroyed by the recession.

Altogether the bankruptcy rate rose by 7.9 per cent. from 1976's total of 9,362. This was significantly above the 1976 returns which showed that bankruptcies were only 1.8 per cent. above the 1975 level.

The number of bankruptcies in West Germany has risen alarmingly since 1970, when they totalled only 4,201. However, this, itself, was more than a third up on 1960's 2,958.

EDF turnround to profit

STATE ELECTRICITY utility Electricite de France (EDF) made a gross operating profit of around Frs.950m. last year compared with a Frs.621m. loss in 1976, company sources said, reports Reuter from Paris.

The sources attributed the recovery to the contribution of hydroelectric power stations, which were hit in 1976 by the long drought.

Investment last year was about 19 per cent. higher than the 1976 net figure of Frs.10.1bn., they added.

Merrill Lynch rates

MERRILL LYNCH and Co. said it is raising its retail commission rates by 7 per cent., reports Reuter from New York.

The company said the increase, its first in two years, reflects the adverse impact of inflation which increased operating costs. A spokesman said that on a typical trade of 100 shares of a $40 stock, the increased commission rate would amount to $4.90.

Merrill Lynch said it was making a discount service available that would operate through a customer's regular account and "receive the personal attention" of a company account executive.

AUSTRALIAN TAKEOVERS

Two bids for Gillespie

BY JAMES FORTH

SYDNEY, Jan. 6.

GILLESPIE BROS. Holdings, flour and baking group, to-day received two takeover offers—only two weeks after the company announced plans for a $A9.7m. merger with another flour and baking group. The first bid came from corporate takeover specialist, Industrial Equity Ltd. (IEL), which revealed that it was the mystery buyer which has built up a 10 per cent. stake in Gillespie in recent months through sharemarket purchases.

IEL did not disclose its offer terms but said they would be cash, and higher than the theoretical value of $A2.65 a share in the proposed merger with flour and bakery group, Fielders.

Another large flour and baking group, Allied Mills, then announced that it intended to offer $A2.60 cash a share. The attraction of Gillespie for both Fielders and Allied Mills is the need for rationalisation within their industry. Gillespie directors responded to the takeover bids by stating that they would confer with Fielders, whose merger proposal they have previously recommended.

Gillespie shares closed at $A2.85 in Sydney to-day, with suggestions that IEL was among the buyers.

* * *

ON ANOTHER takeover front, Westralian Farmers Co-operative (Wesfarmers) clinched the struggle for control of Cuming Smith. Wesfarmers, which this week mounted a market operation designed to defeat a formal offer for Cuming Smith from Howard Smith, picked up 35 per cent. of the company to-day, taking its holding to 50.3 per cent.

Among the sellers was IEL, which had earlier made a formal offer that was subsequently topped by the Howard Smith bid. Wesfarmers won the battle although the $A2.46 cash was fractionally less after brokerage charges than the $A2.45 promised by Howard Smith, and well below Howard Smith's proposed share and cash alternative. The directors of Cuming Smith responded to the changed situation by urging Wesfarmers to extend an offer of approximately $A2.46 to remaining shareholders, which they would recommend. Wesfarmers said that it would consider its position and make an announcement as to its future intentions as soon as practicable.

VMF-Stork foresees a difficult year

BY CHARLES BATCHELOR

AMSTERDAM, Jan. 6.

VMF-STORK, Holland's largest industrial engineering company, expects a difficult year in 1978, with shrinking markets and increasing competition. New orders in 1977 were lower than in 1976 and the order book is now shorter than a year ago, it said in a staff magazine.

It gave no figures about its present position, but in September Mr. Feyo Sickinghe, the chairman, said that he did not expect the company to make a profit in 1978. He then announced a loss of Fls27m. in the first half of 1977, and said the loss for the year as a whole would be between Fls50m. and Fls60m.

Despite a reduction in the workforce, the company still has extensive short-time working. This year, 1978, must be the one in which VMF-Stork solves its problems, the magazine said. The unions have emphasised the need to maintain jobs in discussions over the 1978 wage agreement but VMF-Stork cannot in the long term spread a decreasing amount of work over the same number of staff. The company is at present rationalising its engineering and foundry sectors, with Government assistance. State aid has also been given to extend the diesel engine range. VMF-Stork blames its problems on high Dutch wage costs, the firmness of the guilder and the lack of Government help with export financing.

Swiss bond coupon of 3.75%

BY JOHN WICKS

ZURICH, Jan. 6.

THE SWISS Cantonal banks' mortgage unit (Pfandbriefzentrale de Schweizerischen Kantonalbanken) is from January 10 to 16 to float a major bond issue of Sw.Frs.200m. at a coupon of 3.75 per cent. the issue is one of the biggest ever made on the domestic capital market by a borrower other than the Confederation.

The offer of the 15-year bonds at par and a 3.75-per cent. coupon marks the drop from 4 per cent. to 3.75 per cent. for the "standard" interest rate for triple-A borrowers in Switzerland. A first attempt at this coupon by Canton Zurich in December—the lowest rate offered by a cantonal borrower for 14 years—proved a success, and the bonds are now going on the secondary market at nearly 2 per cent. above issue price.

Turnover down at Didier-Werke

By Our Own Correspondent

FRANKFURT, Jan. 6.

THE EUROPEAN steel industry's difficulties were clearly reflected in the 1977 figures of Didier-Werke, the West German manufacturer of refactory and fire-proofing products. The parent company's turnover—which totalled DM483m. during the opening 10 months of the year—is expected to end the year some 5 per cent. below 1976's level.

Production in the fire proofing sector during the first 10 months was 16 per cent. below the previous year's performance, according to an interim report published to-day. Total deliveries fell back by 15 per cent., while the sector's exports were off by a full 23 per cent.

Orders also slumped, with the inflow some 13 per cent. beneath the level for January to October, 1976. At the same time, the order book at the end of the 10-month period stood some 14 per cent. below that at the end of last year.

Shareholders, however, should have no reason to be unhappy as the concern's half year forecast of "satisfactory results" for 1977 remains unchanged. German shareholders can look forward to improved earnings owing to the West German corporation tax reform which has increased the tax liability on distributed profits but which allows holders to offset their corporation tax against personal taxes.

CM takes control of Poulain

By David Curry

PARIS, Jan. 6.

CM INDUSTRIES, the pharmaceuticals group, is extending its food interests by taking control of France's leading chocolate makers, Poulain.

Poulain has been one of a series of French chocolate makers in severe difficulty following the rise of cocoa prices and the takeover by CM means that its rescue will have been at the hands of a French rather than a foreign concern.

Overseas companies have recently become much more prominent in the French chocolate industry. Rowntree Mackintosh has added Lanvin, the Perrier Group company Menier, and the family concern Ibled to its collection, while the Swiss group Lindt et Sprungli in October took control from Perrier of the Consortium Francais de Confiserie, the French manufacturers under licence of Lindt products.

This tendency for French companies to come under foreign control, in considerable part linked with the withdrawal of Perrier from its food business to concentrate on its traditional table-water interests, left Poulain, as one of the three main French flag-carriers, another of which, Banania, already belongs to CM.

While the takeover of Poulain by CM comes nowhere near creating a group of the dimension of Interfood (Suchard, Tobler), or Rowntree, it does mean that the remainder of the French chocolate industry is now concentrated within the orbit of an expansion-minded company.

The acquisition of the 51 per cent stake in the Poulain holding company means that CM's food interests now extend to chocolate, sweets, candied fruit and biscuits. Whether the company will prove willing to take on the mantle of the locomotive of the fragmented processed foods sector, which has sat so temporarily and painfully on other shoulders (including those of Perrier) remains to be seen.

Woolworth sales up 11% in December

F. W. WOOLWORTH Company sales for the five weeks ended December 27 increased 10.8 per cent. to $1bn. from year-earlier sales of $903.0m., Reuter reports from New York.

For the cumulative 48 weeks, Woolworth said sales were $5.22bn., up 7.5 per cent. from sales of $4.86bn. during 1976.

Woolworth's domestic sales in December increased 12.7 per cent. and foreign sales, in local currencies, rose 9.4 per cent.

COMMODITIES/Review of the week

Cocoa sinks to 15-month 'low'

BY OUR COMMODITIES STAFF

COCOA PRICES fell to their lowest levels since October, 1976, on the London futures market yesterday. The May position lost £35 to £1,588 a tonne — £160.50 lower than a week ago.

The market was undermined by the continued easing in the nearby supply situation, as a shortage of immediately available supplies has been a major prop to prices.

The March position still remains at a substantial premium to May on the futures market, but physical market traders note that the premium of shipment cocoa has considerably narrowed over terminal values, following reports of cheaper afloat supplies — notably from Ghana and the Ivory Coast.

Currency uncertainties and the prospect that 1977 fourth quarter grindings figures out shortly will show a further fall in cocoa consumption, have made consumers reluctant to build up stocks.

They expect further price falls in the months ahead.

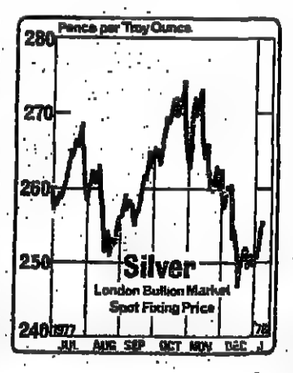
The London daily price for raw sugar was marked up to £109 a tonne yesterday — £2 higher than a week ago.

However, futures values fell back again yesterday, following the new rise in the value of sterling against the dollar.

Currency considerations were the dominating influence in the sugar market, in spite of the fact that the International Sugar Agreement provisionally entered into force on January 1.

There was sufficient support from exporting and importing countries to ensure that the Agreement did come into force. But there are considerable doubts as to whether the Agreement can achieve the desired objective of raising market prices at a time when the surplus of production over consumption continues to rise rather than decline, in view of the favourable crop prospects in major producing areas.

Currency considerations were the dominant influence in the metal markets, with copper in particular following the fluctuations in the value of sterling against the dollar.



The obsession with curencies was exaggerated by the absence of any notable supply-demand developments to influence the market, apart from a rise in warehouse stocks to a record level offsetting the decline in stocks during the previous two weeks.

After losing ground yesterday, as sterling recovered and the dollar fell back, copper cash wirebars ended the week £5.5 up at £671.

Silver was very sensitive to currency movements, but was also influenced by the price of gold, which usually moved in the opposite direction. Any weakening in the dollar meant a rise in gold, and vice versa. As a result, cash silver ended the week only 5.8p higher at 255.5p an ounce.

The disappointing performance of silver is attributed by traders to the tendency of U.S. investors to turn increasingly to gold—"the real thing"—instead of the previous substitute, silver, in times of currency crisis.

Tin defied the trend in other metals, as it has often done before, closing last night marginally down on the week.

A sharp fall yesterday, offsetting increases earlier in the week, was attributed to forecasts of another rise in warehouse stocks and a sluggish market in Penang as consumer demand eased.

WEEKLY PRICE CHANGES

	Latest prices per tonne unless stated	Ch'ge on week	Year ago	1977/78 High	1977/78 Low
Metals					
Aluminium	£680	—	£610	£680	£610
Free Market c.i.f.	$980	—10	$895-910	$1,040-60	$920-40
Antimony (99.6%)	£2,175	—	£2,150	£2,150	£2,150
Free Market (99.6%)	$2,150-90	—	$3000-3075	$3,050-100	$2,150-90
Copper					
Cash Wire Bars	£671	+5.5	£790.25	£898.25	£642.5
3 mths Do. Do.	£684.75	+5.5	£831.75	£926.75	£654.25
Cash Cathodes	£669.25	+6.75	£787.5	£886.75	£632.25
3 months Do.	£672.75	+5	£818.5	£914.75	£644
Gold per oz.	$169.875	+4.75	$132.875	$171.875	$129.12
Lead Cash §	£361.25	+5.5	£311.25	£457.75	£292.5
3 months §	£366.25	+5.125	£321.625	£448.25	£301.5
Nickel	‡	—	£5,214	£5,256	£2,732.5
Free Market c.i.f. lb.	$1.79-2.0	—	$1.85-2.1	$2.10-.22	$1.7-2.0
Platinum per oz.	£95	—	£97-102.5	£105-103	£87.5
Free Market per oz.	£98.5	+1.5	[illegible]	£98.5	£83.305
Quicksilver (76lbs.)	$125-30	—	$120-125	$175-155	$95-105
Silver per oz.	255.5p	+5.6	256p	295.5p	246.9p
3 months per oz.	259.9p	+6.4	267.5p	294.2p	250.7p
Tin cash	£6,292.5	—30	£5,255	£7,455	£5,255
3 months	£6,272.5	—22.5	£5,309.5	£6,982	£5,302.5
Wolfram (22.04lbs.)	$163.76	—	$141.44	$178.96	$141.44
Zinc cash	£293.5	+0.25	£397	£438.25	£272.75
3 months	£290.25	+0.5	£413.75	£464.25	£285.75
Producers	$600	—	[illegible]	$730	$600
Grains					
Barley EEC		—	£83	£98	£75.5
Home Futures	£72.25	+1.8	£61.85	£84.75	£68.5
Maize					
French No.3 Yellow (American)	£97.5	+3.0	£83.2	£98	£82.5

	Latest prices per tonne unless stated	Ch'ge on week	Year ago	1977/78 High	1977/78 Low
Wheat					
No. 1 Red Spring	£83.75	+1.75		£92	£76.5
Am. Hard Winter	‡	—	‡	£72.9	£56.5
Eng. Milling (outdoor)	‡		£87.25	£95.5	£82
Spices					
Cloves (§)	£4,500	—	£5,000	£5,000	£4,375
Pepper, White	$3,150	—	$2,500	$3,350	$2,275
Black	$2,375	—	$2,160	$2,850	$2,100
Oils					
Coconut (Philip'l'es)	$552.5	—7.5		$565	$482.5
Groundnut	[illegible]	—10	£532	£705	£435
Linseed, Crude	£265	—	£450	[illegible]	£246
Palm Malayan	$495	—	$465	$575	$425
Seeds					
Copra (Philippines)	$385	—10	$355	$560	$300
Soyabeans (U.S.)	$246.5	—0.5		$341	$208
Other Commodities					
Cocoa Shipment	£1,786‡	—	£2,130	£3,512	£1,749
F'ture Mar	£1,588	—160.5	£1,973.5	£3,128	£1,588
Coffee Futures Mar	£1,768	+20	£2,625	£4,252	£1,522
Cotton Index	61.95c	+0.05	76.7c	67.2c	57.3c
Des. Coconut	£725	—25	£710	£780	£710
Jute UABW C grade			$386	$456	$382
Rubber kilo	47.5p	+0.5	52.5p	67.5p	46p
Sago Pearl	£190	—	[illegible]	£214	£180
Sisal No. 3	$560-570	—	$630	$600	$560
Sugar (raw)	£109	+2	£105	£150	£95.0
Tapioca No. 1	£180	—	£209	£209	£180
Tea (quality) kilo	[illegible]	—	‡	[illegible]	116p
(plain) kilo	88p	—		250p	68p
Wooltops 64s Warp	268p kilo	—2	306p kilo	306p kilo	268p kilo

‡ Unquoted. * Nominal. § Madagascar.

MARKET REPORTS

BASE METALS

COPPER—Lower on the London Metal Exchange, with movements influenced by currency considerations. Forward metal started at £689, fell to £686.5, regained the lost ground and then fell away again to a close on the Kerb of £683.5 after an unimpressive Comex opening. Net fall on the week was £5.5. Turnover: 28,450 tonnes.

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Wirebars				
Cash	675-.5	+6	670.5-1.5	—6.5
3 months	689-.5	+5.5	684.5-5	—7
Settl'm'nt	675.5	+6	—	......
Cathodes				
Cash	664.25-.5	+5.375	659-.5	—8.75
3 months	678-9	+5.75	673.5-5	—7.75
Settl'm'nt	665	+6.5	—	......
U.S. Prod.	—	......	60-62.5	......

Amalgamated Metal Trading reported that in the morning cash wirebars traded at £676, 75, three months £688, 88.5, 89, 89.5, 89. Cathodes cash £665, 64.5, three months £678.5. Kerbs: Wirebars three months £689.5, 89, 88.5. Afternoon: Wirebars three months £687, 86.5, 86, 85.5, 85, 84.5, 85. Cathodes cash £659.5, 59, 59.5. Kerbs: Wirebars three months £684, 84.5, 84, 83.5.

TIN—Weaker in a market influenced by the foreign exchanges and the prospect of fresh arrivals of metal. The backwardation narrowed. The East was steady, but forward metal in London moved between £6,350 and £6,280 in the morning before losing ground in the afternoon to close on the Kerb at £6,260. Net fall on the week was £25. Turnover: 1,800 tonnes.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —
High Grade	£	£	£	£
Cash	6340-5	—70	6260-5	—160
3 months	6330-50	—42.5	6255-60	—157.5
Settlem't	6345	—70	—	......
Standard				
Cash	6340-5	—70	6260-5	—180
3 months	6320-5	—45	6255-60	—145
Settlem't	6345	—70	—	......
Straits E.	‡$1629	+1	—	......
New York	—	......	*565	+1.5

Morning: Standard cash £6,350, 45, three months £6,320, 25, 30, 25, 20. Kerbs: Standard three months £6,320, 15. Afternoon: Standard cash £6,300, three months £6,305, 10, £6,300, £6,290, 80, 70, 60, 70, 65, 60. Kerbs: Standard three months £6,260, 65.

LEAD—Easier in quiet trading influenced by copper and currencies. Forward metal was steady at about £368-£367.5 in the morning, but dropped to a close on the Kerb of £364.5. Net gain on the week was £5.625. Turnover: 7,050 tonnes.

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	362.75-3.25	—1.25	361-.5	+3
3 months	367-.5	—1.125	365-.5	—3.25
Sett'l'm'nt	363.25	—1.25	—	......
N.Y. Spot	—	......	*32-33	......

Morning: cash £363, three months £368, 66.5, 68.75, 67, 67.5. Kerbs: three months £367.5, 67. Afternoon: three months £367, 66, 65.5, 65. Kerbs: three months £365, 64.5.

ZINC—Lower in featureless trading. Although forward metal remained at about £293 in early trading, it later fell away to close on the Kerb at £289. Change on the week was fractional. Turnover: 2,500 tonnes.

ZINC	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	286.5-.75	—.875	285-4	—4
3 months	293-.25	—1.125	290-.5	—3.5
S'ment	286.75	—1.125	—	......
Prim. West.	—	......	30.5-31	......

Morning: cash £286.75, three months £292.5, 92.75, 92. Kerbs: three months £292.5. Afternoon: three months £292.5, 92, 91.5, 91, 90.5. Kerbs: three months £290, 89, 89.5, 89.

* Cents per pound. † On previous unofficial close. ‡ $M per picul.

COTTON

COTTON, Liverpool—There were no spot or shipment sales recorded, leaving the total for the week at 167 tonnes, compared with 377 tonnes the previous week. Scattered interest was shown in several American-type varieties, F. W. Tattersall reported.

COTTON—Hong Kong. Prices were more or less unchanged on the week, in routine trading. Friday's closing prices (cents per pound) were: March 52.34-52.40, May 52.50-53.75, July 52.85-52.88, Oct. 53.75-53.80, Dec. 54.75-54.80. Week's high-low: March 52.65-51.85, July 53.10-52.10, Oct. 53.75-53.00, Dec. 54.75. Turnover: 137 lots (148 lots).

SILVER

Silver was fixed 1.5p an ounce higher for spot delivery in the London bullion market yesterday, at 255.5p. U.S. cent equivalents of the fixing levels were: spot 495.1c, up 4.3c; three-month 493.3c, up 4.4c; six-month 501.5c, up 4.1c; and 12-month 521.2c, up 4.5c. The metal opened at 256½-257½p (487½-489½c) and closed at 256-257p (490½-491½c).

SILVER per troy oz.	Bullion fixing pricing	+ or —	L.M.E. close	+ or —
Spot	255.5p	+1.5	255.5p	—1.7
3 months	259.9p	+1.5	259.5p	—1.85
6 months	265p	+1.2	—	......
12 months	275p	+1.5	—	......

LME—Turnover 77 (128) lots of 10,000 ounces. Morning: Three months 259.9, 260, 60.1, 259.8, 59.6. Kerb: three months 259.6, 59.7. Afternoon: Three months 260.5, 60.4, 60.3, 60.1, 60, 60.1, 259.4. Kerb: Three months 259.3, 59, 59.9.

COCOA

Prices held steady throughout the day, until Commission House and dealer selling on the close pushed prices down sharply. Gill and Duffus reported.

COCOA	Yesterday's Close	+ or —	Business Done
No. 5 Cont'r't			
March	1706.0-08.0	—48.5	1762.0-05.0
May	1587.0-89.0	—36.0	1634.0-1585
July	1556.0-57.0	—28.5	1591.0-55.0
Sept	1530.0-31.0	—27.5	1561.5-30.0
Dec	[illegible]-06.0	—50.0	1555.0-20.0
March	1475.5-78.0	—28.25	1489.0-75.0
May	1455.0-60.0	—27.50	—

Sales: 3,685 (2,148) lots of 10 tonnes.

International Cocoa Organisation (U.S. cents per pound)—Daily price for Jan. 5: 137.46 (142.65). Indicator prices for Jan. 6: 15-day average 143.09 (142.84); 22-day average 144.41 (144.75).

COFFEE

After some initial lack of interest, values improved as New York strengthened, Drexel Burnham reported. Trade interest was light, reflecting a dull physical market. At the close pre-weekend profit-taking pruned values to levels about £10-£20 higher than Thursday's.

COFFEE	Yesterday's Close	+ or —	Business Done
	£ per tonne		
January	1915-1920	+07.5	1930-1905
March	1765-1770	+04.5	1785-1755
May	1715-1720	+21.0	1725-1695
July	1675-1685	+18.5	1690-1648
September	1635-1645	+17.5	1650-1610
November	1600-1615	+20.0	1607-1595
January	1566-1580	+17.5	—

Sales: 1,941 (2,982) lots of 5 tonnes.

ICO indicator prices for Jan. 5 (U.S. cents per pound): Colombian Mild Arabicas 207.00 (208.00); Unwashed Arabicas 215.00 (same). Other Mild Arabicas 205.62 (206.88); Robustas 174.00 (173.50). Daily average 189.81 (190.19).

GRAINS

GRAIN FUTURES (GAFTA)—After early strength of up to 10 points, market fell back on hedge selling and closed generally about 5-15 points lower, Acli reported. New crop values suffered on the back of old crop/new crop spreaders which helped September and November wheat to close 50 points lower, however. Barley options saw a quiet trade and closed 25 higher on the spot. Barley deferred months, though, closed with losses of 15-20 points. New crop Barley finished 40-50 points weaker on new crop wheat/barley spreaders.

	WHEAT		BARLEY	
M'nth	Yesterday's close	+ or —	Yesterday's close	+ or —
Jan.	81.35	—0.05	70.75	+0.25
Mar.	82.40	—0.15	72.25	—0.20
May	84.40	—0.10	74.60	—0.15
Sept.	81.00	—0.50	76.50	—0.50
Nov.	83.45	—0.55	78.90	—0.40

Business done: Wheat: Jan. 81.50-81.35, March 82.65-82.35, May 84.60-84.25, Sept. 81.20-81.00, Nov. 83.45-83.45. Sales: 86 lots. Barley: Jan. 70.75-70.50, March 72.35-72.25, May 74.95-74.60, Sept. 76.60-76.50, Nov. 78.85-78.50. Sales: 78 lots.

IMPORTED—Wheat: CWRS No. 1, 13½ per cent., Jan. £88.75, Feb. and March £89.25, Tilbury. U.S. Dark Northern Spring No. 2, 14 per cent., Jan. £80.25, Feb. £81.25 transhipment East Coast. Other grades unquoted.

Maize: U.S./French Jan. £97.50, Feb. £98.50, March £99.50, transhipment East Coast. South African grades unquoted.

HGCA—Location ex-farm spot prices Jan. 6. Feed Wheat: Kent, £72.80; Lancashire, £73.60. Feed Barley: Kent, £67.00; Lancashire, £69.50.

U.K. monetary co-efficient for the week from Jan. 9 will remain unchanged.

EEC IMPORT LEVIES—Effective to-day in order current levy plus Feb., March and April premiums, with previous in brackets, all in units of account a tonne: Common wheat—87.34, nil, nil, nil (same). Durum wheat—116.84, nil, nil, nil (same). Rye—79.32, nil, nil, nil (same). Barley—77.98, nil, nil, nil (76.63, nil, nil, nil). Oats—69.86, nil, nil, nil (same). Maize (other than hybrid for seeding)—77.51, nil, nil, nil (77.14, nil, nil, nil). Millet—71.07, nil, nil, nil (70.38, nil, nil, nil). Grain sorghum—79.14, nil, nil, nil (same). For flour: Wheat or mixed wheat and rye—133.77 (same). Rye—114.13 (same).

RUBBER

STEADIER opening on the London physical market. Fair interest throughout the day, closing easier. Lewis and Peat reported that Malaysian godown price was 198 cents a kilo (buyer, Feb.).

No. 1 R.S.S.	Yesterday's close	Previous close	Business done
Feb	47.70-48.00	47.55-47.70	48.05-48.00
March	48.00-48.50	48.20-48.50	
Apr-Jne	48.70-48.80	49.25-49.30	49.50-48.65
Jly-Sep	50.45-50.50	50.85-50.90	51.50-50.45
Oct-Dec	52.10-52.30	52.50-52.60	52.70-52.50
Jan-Mr	53.85-53.90	54.54-54.25	54.40-53.90
Apr-Jne	55.60-55.70	55.85-56.05	56.00
Jly-Sep	57.25-57.50	57.65-57.75	57.70-57.30
Oct-Dec	58.85-58.90	59.30-59.40	59.25

Sales: 3 (—) lots of 5 tonnes and 280 (169) of 15 tonnes.

Physical closing prices (buyers) were: Spot 47.5p (47p); Feb. 47.50p (47.75p); March 47.75p (48p).

SOYABEAN MEAL

Futures closed £1.50 to 50p per tonne down. Dealers said values were marked lower at the opening, after an easing in Chicago overnight and the comparative stability of sterling against the dollar, and then held steady in quiet dealings.

	Yesterday's Close	+ or —	Business Done
	£ per tonne		
February	115.50-16.5	—1.5	[illegible]
April	112.10-12.4	—1.5	112.50-11.90
June	111.40-12.0	—0.8	111.00-11.00
August	111.00-12.4	—1.25	112.00-11.50
October	111.00-11.9	—0.8	—
December	108.50-10.5	—0.5	—
Feb.	109.00-12.0	—0.75	—

Sales: 66 (61) lots of 100 tonnes.

SUGAR

LONDON DAILY PRICE for raw sugar: £109.00 (£107.00) a tonne cif for Jan.-Feb. shipment. White sugar daily price was fixed at £114 (same).

The market opened around overnight levels and made small gains during the morning. The trend was reversed during the afternoon, however, when the dollar again weakened, C. Czarnikow reported. There were losses of about 150 points at the close.

Sugar Pref. Comm. Con.	Yesterday's Close	Previous Close	Business Done
	£ per tonne		
March	118.55-18.70	118.65-18.75	120.55-18.75
May	125.25-25.50	124.60-24.40	125.25-23.50
Aug.	126.20-28.25	127.55-27.45	128.00-26.25
Oct.	130.10-30.25	131.00-31.15	132.00-30.10
Dec.	133.10-33.50	134.00-34.15	135.75-33.20
March	136.55-36.60	137.50-38.00	138.00-37.50
May	139.00-39.60	139.75-40.50	140.00

Sales: 1,508 (2,756) lots of 50 tonnes.

Tate and Lyle ex-refinery price for granulated basis white sugar was £240.40 (same) a tonne for home trade and £174.00 (£172.00) for export.

EEC LEVIES—Effective to-day for denatured and non-denatured sugar, in units of account per 100 kilos, previous in brackets. White 24.44 (unchanged); Raw 20.10 (20.30).

HONG KONG—Raw sugar futures prices were well maintained over the week. Friday's closing prices (cents per pound) were: March 9.25-9.35, May 9.76-9.79, July 9.90-9.95, Sept. 10.13-10.15, Oct. 10.37-10.45. Week's high-low: March 9.46-9.20, May 9.80-9.60, July 9.90, Oct. 10.46-10.30. Turnover: 44 lots (108 lots).

WOOL FUTURES

LONDON—Dull and featureless, Bache reported.

(Pence per kilo)

Australian Greasy Wool	Yesterday's Close	+ or —	Business Done
March	237.5-40.0	......	—
May	236.0-37.0	—1.0	—
July	236.0-37.0	—1.0	—
October	239.0-42.0	......	—
December	240.0-42.0	......	—
March	242.0-46.0	......	—
May	244.0-48.0	......	—
July	244.0-48.0	......	—

Sales: Nil (2) lots of 1,500 kilos.

SYDNEY GREASY—Close (in order buyer, seller, business, sales)—Micron Contract: March 339.0, 340.0, 340.3-340.0, 44; May 346.3, 348.0, 348.3-346.5, 10; July 353.5, 353.5, 353.5-353.5, 1; Oct. 335.5, 336.5, 336.0-336.0, 6; Dec. 359.3, 360.3, untraded; March 363.0, 364.0, 365.5-363.0, 8; May 364.5, 365.0, 364.7-364.7, 2; July 367.0, 367.9, untraded. Total sales: 70 lots.

VEGETABLE OILS

LONDON SOYABEAN OIL—Close: Jan. 280-290, Feb. 265-275, March 262.50-277, April 277-270, May 273-270, June 275-270, July 275-270, Aug. 275-270, Sept. 275-270. Sales: 3 lots.

LONDON PALM OIL—Quiet. Close: Jan., Feb., March all 270.00-280.00, April, May, June, July, August, Sept. all 260.00-270.00. Sales: nil (same).

MEAT/VEGETABLES

MEAT COMMISSION—Average fatstock prices at representative markets on Jan. 6: GB—Cattle 58.87p per kg.l.w. (+0.42); U.K.—Sheep 129.8p per kg.est.d.c.w. (—4.8); GB—Pigs 57.6p per kg.l.w. (+2.3). England and Wales—Cattle numbers up 78.2 per cent., average price 59.05p (+0.52); Sheep up 20.4 per cent., 130.2p (—4.1); Pigs up 31.3 per cent., 57.6p (—2.3). Scotland—Cattle average price 57.66p; Sheep average price 128.0p; Pigs nil. (No Scottish numbers or price changes due to holiday.)

COVENT GARDEN (sterling per package unless stated)—Imported produce: Oranges—Spania: Navelinas 2.50-2.80, Navels 2.50-2.70; Greek: 3.00; Jaffa: 3.15-4.19; Egyptian: 2.80; Cypriot: Ovals approx. 16 kilos 54/80s 3.50-3.60; Moroccan: 3.00. Lemons—Italian: 100/120 4.00-4.20; Cypriot 3.60-5.75. Grapefruit—Cypriot: 15 kilos 2.40-2.60, 20 kilos 3.00-3.80; Jaffa: 15 kilos 2.30-2.60, 20 kilos 2.50-3.60. Seurs—Spania: approx. 40 lbs 5.50. Clementines—Moroccan: 3.40-3.60; Spania: 3.30-3.40. Satsumas—Spania: 1.80-2.50. Apples—French: 40 lbs Granny Smith 7.50-8.40, Golden Delicious 5.80-6.00, 20 lbs 72/110 Granny Smith 3.60-4.20, Golden Delicious 2.50-3.30, Stark Crimson 3.20, jumble pack, per pound, Golden Delicious 0.12-0.13; Italian: Golden Delicious 0.13; Danish: Per pound Spartans 0.13; U.S.: Red Delicious 8.50-9.00. Peaches—South African: Per tray 13/24s 2.50-3.30. Apricots—South African: Per pound 0.25-0.35.

English produce: Potatoes—Per 56 lbs. Whites/Reds 1.10-1.50. Lettuce—Per 12, Indoor 0.70-0.90. Cabbage—Per ½-bag Primo 0.60. Cauliflowers—Per 12, Kent 2.40. Beetroots—Per 28 lbs 0.70. Carrots—Per bag 28 lbs 0.50-0.60. Onions—Per 56 lbs 1.00-1.40. Celery—Prepack 18/22s 3.00, naked 10s 0.90, 18s 1.70. Swedes—Per bag. Devon 0.40-0.50. Apples—Per pound. Derby 0.11-0.12, Cox's 0.16-0.24, Bramleys 0.13-0.16. Pears—Per pound. Conference 0.16-0.20, Comice 0.16-0.18. Sprouts—Per pound 0.05-0.06. Parsnips—Per 28 lbs 1.00-1.20. Turnips—Per 28 lbs 0.80. Rhubarb—Per pound 0.20.

FINANCIAL TIMES

Jan. 6	Jan. 5	Month ago	Year ago
233.13	234.39	243.95	250.84

(Base: July 1, 1952=100)

REUTER'S

Jan. 6	Jan. 5	Month ago	Year ago
1419.8	1419.5	1443.8	1574.1

(Base: September 18, 1931=100)

DOW JONES

Dow Jones	Jan. 6	Jan. 5	Month ago	Year ago
Spot	344.47	346.61	—	—
Futures	336.63	337.01	—	—

(Average 1924-25-26=100)

MOODY'S

Moody's	Jan. 6	Jan. 5	Month ago	Year ago
Sple Commty	984.1	982.1	—	—

(December 31, 1931=100)

U.S. Markets

Coffee, gold gain—cocoa, silver fall

NEW YORK, Jan. 6.

COFFEE continued its advance on roaster and dealer buying, Bache reported. Cocoa lost further ground in expectation of Monday's U.S. grindings figures. Precious metals were again influenced by the volatility of the U.S. dollar. Silver closed about 2 cents lower in reaction to a statement by the new chairman of the Fed, while gold managed a 50 point gain, strictly due to the dollar's weakness.

Cocoa—March 140.55 (142.30), May 130.35 (132.30), July 129.55, Sept. 124.05, Dec. 120.65, March 118.70, May 117.50. Sales: [illegible].

Coffee—"C" Contract: March 186.00 (185.00), May 183.50-183.75 (181.30), July 177.00-177.50, Sept. 173.25-173.50, Dec. 159.00, March 150.00, May 150.00-154.00. Sales: 685 lots.

Copper—Jan. 59.80 (59.90), Feb. 60.10 (60.20), March 60.30, May 61.50, July 62.30, Sept. 63.40, Dec. 64.70, Jan. 65.20, March 66.10, May 67.00, July 67.90, Sept. 68.80. Sales: 2,330 lots.

Cotton—No. 2: March 55.23-55.30 (55.97), May 54.33-54.40 (54.90), July 55.60-55.65, Oct. 55.65-55.65, Dec. 57.40-57.50, March 58.25-58.75, May 58.70-59.20. Sales: 350,000 bales.

*Gold—Jan. 170.50 (169.80), Feb. 171.20 (170.50), March 172.40, April 173.60, June 176.00, Aug. 178.40, Oct. 180.80, Dec. 183.30, Feb. 185.80, April 188.40, June 191.00, Aug. 193.60, Oct. 196.20. Sales: 16,550 lots.

†Lard—Chicago loose 19.00 (same). New York prime steam 20.25 traded (20.50 traded).

‡Maize—March 222¼-222½ (221¾), May 230¾ (225¾), July 229½, Sept. 227¾, Dec. 228¾-228½, March 235¼.

§Platinum—Jan. 190.00 (185.60), April 193.50-194.50 (189.00), July 197.00, Oct. 200.00, Jan. 203.00-203.40, April 206.40-206.6. Sales: 1,258 lots.

¶Silver—Jan. 487.00 (488.50), Feb. 488.20 (491.10), March 492.50, May 499.10, July 505.70, Sept. 512.30, Dec. 522.20, Jan. 525.60, March 532.20, May 538.90, July 545.60, Sept. 552.40. Sales: 9,000 lots. Handy and Harman bullion spot 490.20 (482.90).

Soyabeans—Jan. 586-587 (585½), March 596-595 (595), May 603, July 608-608½, Aug. 608½, Sept. 591½, Nov. 556-555, Jan. 593.

‖Soyabean Meal—Jan. 162.30 (161.70), March 163.00-163.20 (162.00), May 165.30-165.60, July 167.20, Aug. 167.50-168.00, Sept. 165.00-165.30, Oct. 162.90, Dec. 163.60-163.50.

Soyabean Oil—Jan. 20.02-20.05 (20.35), March 20.22-20.27 (20.64), May 20.50, July 20.65, Aug. 20.63, Sept. 20.45-20.50, Oct. 20.15-20.30, Dec. 20.15, Jan. 20.10-20.15.

Sugar—No. 11: March 9.17-9.19 (9.14), May 9.38 (9.56), July 9.77-9.79, Sept. 9.95, Oct. 10.11, Jan. 10.55-10.60, March 10.72, May 10.72. Sales: 2,650 lots.

Tin—555.00-575.00 asked (552.00-575.00 asked).

Wheat—SCWRS 13.5 per cent. protein 283-282½ (279½), July 286½-287, Sept. 292, Dec. 299, March 306 nom.

WINNIPEG, Jan. 6. ††Rye—May 111.50 bid (111.80 bid), July 110.00 asked (111.00), Oct. 110.60 asked, Nov. 111.70 asked.

††Oats—May 77.00 (75.00 bid), July 74.00 bid (73.00 bid).

‡Barley—May 78.60 (76.70 bid), July 77.10 bid (75.70 bid), Oct. 74.30 bid.

§§Flaxseed—May 210.60 bid (209.00 bid), July 212.50 asked (212.50), Oct. 218.50 bid, Nov. 217.30 nom.

Wheat—SCWRS 13.5 per cent. protein content cif St. Lawrence 393½ (391½).

All cents per pound ex-warehouse unless otherwise stated. * $ per troy ounce—100 ounce lots. † Chicago loose $s per 100 lbs.—Dept. of Ag. prices previous day. Prime Steam f.o.b. NY bulk tank cars. ‡ Cents per 56 lb. bushel ex-warehouse, 5,000 bushel lots. § $s per troy ounce for 50 ounce units of 99.9 per cent. purity delivered NY. ¶ Cents per troy ounce ex-warehouse. ‖ New "B" contract in $s a short ton for bulk lots of 100 short tons delivered f.o.b. cars Chicago, Toledo, St. Louis and Alton. ** Cents per 60 lb. bushel in store. †† Cents per 24 lb. bushel. ‡‡ Cents per 48 lb. bushel ex-warehouse. §§ Cents per 56 lb. bushel ex-warehouse, 1,000 bushel lots.

APPOINTMENTS

Changes at MK Electric

Mr. A. J. W. S. Leonard has been appointed a non-executive director of MK ELECTRIC HOLDINGS. Mr. Leonard retired as group treasurer of the Royal Dutch Shell Group in 1976, having held that post for ten years. He is a director of Grindlays Bank and of Norcros and deputy chairman of Metropolitan Pensions Association (Holdings). Additional Board changes have taken place following the acquisition by MK Electric Holdings of Ega Holdings. Mr. F. A. W. Payne, the former chairman of Ega Holdings, and Mr. John Payne have been appointed non-executive directors of MK Electric Holdings. They will also continue as non-executive directors of Ega Holdings and Mr. Gordon Hazzard, group managing director of MK Electric Holdings, becomes chairman of Ega Holdings.

*

Mr. L. R. Pincott, managing director of ESSO PETROLEUM COMPANY, is to retire from the Board on March 31, to develop other business interests.

*

Mr. William H. Main, financial controller of NORDIC BANK, London, has been appointed an associate director.

*

Lieutenant-General Sir John Archer is to become Commander-in-Chief United Kingdom Land Forces, in the rank of general. Major-General R. M. F. Redgrave is to be Commander British Forces Hong Kong and Major-General Brigade of Gurkhas, in the rank of major-general. Both appointments take effect in April.

*

DELTA METAL COMPANY announces that Mrs. Jackie P. Patel has been elected to the Board of its subsidiary, Delta Extruded Metals Company. Mrs. Patel has been divisional personnel manager of Delta's Rod Division since June, 1976, and will continue in these duties.

*

Mr. David Wolfson has been appointed a director of CEDAR INVESTMENT TRUST.

*

Mr. L. G. Holgate has retired as a non-executive director of the HOUSE OF SANDEMAN.

*

Mr. Roger R. Matthews has been appointed managing director of Management International (Jersey), a subsidiary of the BANK of BERMUDA, and trust officer of the Bank of Bermuda (Guernsey), following his transfer from Bermuda to the Channel Islands.

*

Mr. Ken Green has been appointed director responsible for the loan syndication department at BANK OF AMERICA INTERNATIONAL. He replaces Mr. Jim Rawlings, who has been appointed group vice-president of the Financial Services Group at Bank of America NT and SA in New York.

*

Mr. Jason Wadsworth, who has been appointed a director of BURGESS FEEDS, has been secretary of the company since 1971. In addition to financial affairs, he will now be responsible for mill and transport administration.

*

Mr. J. R. Arbuckle has been appointed contracts director of LESSER BUILDING SYSTEMS. He was previously with Bovis Construction as a divisional manager.

*

Mr. H. M. Earnshaw has retired as a director and secretary of STAVELEY INDUSTRIES. Mr. D. Carruthers has been appointed secretary.

*

Mr. M. D. Hare, at present assistant general manager (operations), International Division, MIDLAND BANK, has been appointed assistant general manager (personnel), domestic operations, Personnel Division. He will succeed Mr. B. N. Seymour on his retirement later in the year.

*

FIRST NATIONAL BANK OF BOSTON. Mr. Charles R. Klotz has been made vice-president responsible for the corporate banking division in the U.K. He replaces Mr. Charles K. Gifford, who returns to the U.S. to head the bank's new multinational group in Boston. Mr. Klotz was previously a vice-president in the special industries division of the Bank.

*

Following the retirement of Mr. Cedric Cooper as a director of WAGON FINANCE CORPORATION, Mr. M. E. Bonser, Mr. R. J. Baxter and Mr. F. Prain have been appointed to the Board. All three will continue as executive directors of Wagon's subsidiary companies, Bank of Europe and Union Transport Finance.

F.T.-ACTUARIES SHARE INDICES

QUARTERLY VALUATION

The market capitalisation of the sub-sections of the F.T.-Actuaries shares indices as at Dec. 30, 1977, expressed below in millions of pounds and as a percentage of the All-Share Index. Similar figures are also provided for the two preceding quarters.

	EQUITY GROUPS & SUB-SECTIONS (Figures in parentheses denote number of stocks)	Market capitalisation as at Dec. 30, 1977 (£m.)	% of all share index	Market capitalisation as at Sept. 30, 1977 (£m.)	% of all share index	Market capitalisation as at June 30, 1977 (£m.)	% of all share index
1	CAPITAL GOODS GROUP (173)	8,579.4	15.10	8,594.3	14.74	7,270.9	14.77
2	Building Materials (28)	1,608.8	2.83	1,654.8	2.83	1,263.4	2.57
3	Contracting and Construction (26) ...	867.4	1.53	818.7	1.42	619.5	1.26
4	Electricals (15)	2,257.0	3.97	2,216.9	3.83	1,780.1	3.62
5	Engineering (Heavy) (9)	302.2	0.53	309.4	0.54	285.0	0.58
6	Engineering (General) (67)	2,697.1	4.75	2,810.7	4.85	2,621.2	5.32
7	Machine and Other Tools (8)	108.0	0.19	111.3	0.19	90.8	0.18
8	Miscellaneous (20)	738.6	1.30	622.4	1.08	610.9	1.24
11	CONSUMER GOODS (DURABLES) GROUP (52)	2,498.7	4.40	2,572.6	4.48	2,108.0	4.45
12	Lt. Electronics, Radio and TV (15) ...	1,416.2	2.49	1,449.5	2.51	1,159.6	2.38
13	Household Goods (12)	219.8	0.39	222.5	0.38	194.8	0.40
14	Motors and Distributors (25)	862.7	1.52	900.5	1.56	823.4	1.67
21	CONSUMER GOODS (NON-DURABLES) GROUP (173) ...	15,478.3	27.24	15,371.3	26.58	12,796.8	26.00
22	Breweries (14)	1,706.5	3.00	1,571.3	2.72	1,347.7	2.74
23	Wines and Spirits (6)	825.5	1.45	792.6	1.37	615.2	1.25
24	Entertainment and Catering (17) ...	1,156.3	2.04	1,088.5	1.88	913.5	1.86
25	Food Manufacturing (22)	2,555.8	4.50	2,573.9	4.45	2,153.3	4.37
26	Food Retailing (16)	1,026.0	1.81	1,042.5	1.80	937.1	1.90
32	Newspapers and Publishing (14) ...	535.7	0.94	536.3	0.93	482.7	0.98
33	Packaging and Paper (13)	448.1	0.79	477.4	0.83	438.5	0.89
34	Stores (37)	4,529.6	7.97	4,559.9	7.88	3,345.7	6.80
35	Textiles (25)	950.2	1.67	952.2	1.65	910.3	1.85
36	Tobacco (3)	1,658.5	2.92	1,683.5	2.91	1,573.9	3.20
37	Toys and Games (6)	86.0	0.15	94.9	0.16	78.9	0.16
41	OTHER GROUPS (98)	9,338.0	16.43	—	—	—	—
42	Chemicals (27)	4,987.0	8.77	5,279.6	9.13	4,793.2	9.74
44	Office Equipment (6)	572.1	1.01	614.2	1.06	455.3	0.93
45	Shipping (10)	659.3	1.16	710.6	1.25	670.9	1.36
46	Miscellaneous (unclassified) (55) ...	3,119.4	5.49	3,112.6	5.38	2,570.6	5.21
49	INDUSTRIAL GROUP (496)	35,894.4	63.17	36,184.3	62.57	30,745.7	62.46
51	Oils (4)	6,341.3	11.16	6,930.1	11.98	6,792.9	13.80
59	500 SHARE INDEX	42,235.7	74.33	43,114.4	74.55	37,538.6	76.26
61	FINANCIAL GROUP (100)	9,866.9	17.37	9,923.0	17.16	7,543.3	15.33
62	Banks (6)	2,612.4	4.60	2,514.6	4.35	2,060.4	4.19
63	Discount Houses (10)	141.3	0.25	148.4	0.26	109.8	0.22
64	Hire Purchase (5)	221.1	0.39	229.8	0.40	180.2	0.37
65	Insurance (Life) (10)	1,042.3	1.83	1,063.9	1.84	796.8	1.62
66	Insurance (Composite) (7)	2,625.2	4.62	2,804.6	4.85	2,085.4	4.24
67	Insurance (Brokers) (10)	762.3	1.34	810.0	1.40	673.4	1.37
68	Merchant Banks (14)	389.8	0.69	412.3	0.71	318.0	0.65
69	Property (31)	1,663.8	2.93	1,533.2	2.65	1,210.4	2.46
70	Miscellaneous (7)	408.7	0.72	406.2	0.70	103.9	0.21
71	Investment Trusts (50)	2,648.6	4.66	2,705.7	4.68	2,204.7	4.48
81	Mining Finance (4)	956.0	1.68	991.0	1.71	894.9	1.82
91	Overseas Traders (19)	1,113.6	1.96	1,102.4	1.91	1,039.9	2.11
99	ALL-SHARE INDEX (673)	56,820.7	100	57,836.5	100	49,221.4	100

BRITISH FUNDS (884)

2½pc Anns. 22¼@
2¾pc Anns. 24
3pc British Transport stk. 1978-88 67¾
2½pc Cons. stk. 24@ 3¼
4pc Cons. Ln. 36⅝
3½pc Conversion Ln. 38¼@
5pc Exchequer Ln. 1976-78 99
13¼pc Exchequer Ln. 1996 116¼@
3pc Exchequer stk. 1981
3pc Exchequer stk. 1983
8¼pc Exchequer Stk. 1981 97@
9¼pc Exchequer stk. 1982 100@ 99
9½pc Exchequer stk. 1983 100
10½pc Exchequer stk. 1997 97
12¼pc Exchequer stk. 1992 112
12½pc Exchequer stk. 1994 107
12¾pc Exchequer stk. 1981 111
13pc Exchequer stk. 1980 109
5¼pc Funding Ln. 1978-80 96¼@
5¼pc Funding Ln. 1987-91 74
6pc Funding Ln. 1993 71
6½pc Funding Ln. 1985-87 87½ 7
3½pc Funding stk. 1999-2004 (Reg.) 42
5½pc Funding stk. 1982-84 83 9
6¾pc Treasury Ln. 1995-98 71
7¾pc Treasury Ln. 1985-88 89@
7¾pc Treasury Ln. 2012-15 75
8pc Treasury Ln. 2002-06 80 79
8¼pc Treasury Ln. 1987-90 85
8¾pc Treasury Ln. 1980-82 98¼
8½pc Treasury Ln. 1984-86 96
8¾pc Treasury Ln. 1997 87
9pc Treasury Ln. 1994 89
9pc Treasury Ln. 1992-96 90
9½pc Treasury Ln. 1999 90

This week's SE dealings

Friday, January 6	6,426	Wednesday, January 4	4,747	Friday, December 24	2,219
Thursday, January 5	6,231	Tuesday, January 3	4,178	Thursday, December 22	3,729

The list below records all yesterday's markings and also the latest markings during the week of any share not dealt in yesterday. The latter can be distinguished by the date (in parentheses).

The number of dealings marked in each section follows the name of the section. Unless otherwise denoted shares are £1 fully paid and stock £100 fully paid. Stock Exchange securities are quoted in pounds and fractions of pounds or in pence and fractions of pence.

The list below gives the prices at which bargains done by members of The Stock Exchange have been recorded in The Stock Exchange Daily Official List. Members are not obliged to mark bargains, except in special cases, and the list cannot, therefore, be regarded as a complete record of prices at which business has been done. Bargains are recorded in the Official List up to 2.15 p.m. only but later transactions can be included in the following day's Official List. No indication is available as to whether a bargain represents a sale or purchase by members of the public. Markings are not necessarily in order of execution, and only one bargain in any one security at any one price is recorded.

‡ Bargains at Special Prices. Δ Bargains done with or between non-members. ◆ Bargains done previous day. § Bargains done with members of a recognised Stock Exchange. ♣ Bargains done for delayed delivery or "no business". $A—$Australian. $B—$Bahamian. $C—$Canadian. $HK—$Hong Kong. $J—$Jamaican. $Ma—$Malayan. $Mc—Mexican. $NZ—$New Zealand. $S—$Singapore. $US—$United States. $WI—$West Indian.

CANALS, DOCKS (10)

Bristol Channel Ship Repairers (10p) 84@
Manchester Ship Canal 195. 5pcPf. 41@
Mersey Docks and Harbour Combined Units 22
Milford Docks 76

C—D

C.H. Industs. (10p) 31½

L—M

LCP Hldgs. (25p) 95½@ 6 7
L.K. Industrial Invest. (25p) 35

Q—R—S

RFD Grp. (10p) 69½ 9 (5/1)
RKT Textiles (10p) 82@ (5/1)
Racal Electronics (25p) 201@ 195@
Radiant Metal Finishing (12½p) 28
Radley Fashions and Textiles (25p) (3/1)
Raine Engineering Industries (10p) (5/1)
Rakusen Grp. (10p) 19@ 18
Ram Textiles (5p) 11
Rank Organisation (25p) 282@ 80 4@

FINANCE FOR INDUSTRY TERM DEPOSITS

Deposits of £1,000-£25,000 accepted for fixed terms of 3-10 years. Interest paid gross, half-yearly. Rates for deposits received not later than 20.1.78.

Terms (years)	3	4	5	6	7	8	9	10
Interest %	9	9½	10	10¼	10½	10¾	11	11¼

Rates for larger amounts on request. Deposits to and further information from The Chief Cashier, Finance for Industry Limited, 91 Waterloo Road, London SE1 8XP (01-928 7822, Ext. 177). Cheques payable to "Bank of England, a/c FFI." FFI is the holding company for ICFC and FCI.

هكذا من الأصل

58 90 64.5 2 54½ 8 63. 6¼pcPf. 56½ 5pcLn. 72¼ (4/1). 10½pcLn. 68● 63
Ranks Hovis McDougall (25p) 48½ 8 7½. 6pcLn. 71● 2½ 2. 7½pcLn. 78¼ (4/1). 8½pcLn. 80
Ransome Hoffmann Pollard (25p) 68 3 4½. 8pcLn. 82½● (5/1)
Ransomes Sims and Jefferies 128
Ratcliffs (Great Bridge) (25p) 64 (5/1)
Ratners (Jewellers) (10p) 94● 1 88
Raybeck (10p) 70● 70 69½ (5/1)
Readicut Intnl. (5p) 35½● ½ ¼ ¾. 5¼pc 2ndPf. 44½● (5/1). 8¼pcLn. 76½
Ready Mixed Concrete (25p) 139½● 8 40½. 8½pcLn. 115●
Reckitt Colman (50p) 437● 20 8 40. 5pcPf. 45 (3/1)
Record Ridgway New (25p) 87 (4/1)
Redfearn National Glass (25p) 322● 19● 22
Rediffusion (25p) 99½ 1
Redland (25p) 145 8 4 6 7
Redman Heenan Intnl. (10p) 56● 4½● 6
Reed (Austin) Gp. (25p) 88 (5/1). 8pc Pf. 61 (4/1)
Reed Intnl. 138● 80 3½● 7 9 8 5 3 40 1 2 35‡ 41 6 5. 5½pcPf. 42½ (3/1) 7½pcDb. 91-95 70¼ (4/1). 7½pcLn. 64. 10pcLn. 75‡ 7 ½ 6
Reed (Wm.) (25p) 70
Reliance Knitwear Grp. (20p) 41½
Reliant Motor Grp. (5p) 60 (5/1). 6pcPf. 33
Relvon P.B.W.S. (25p) 67
Renold 122● 4 2. 6½pcDb. 68¼ (4/1) 8pcDb. 76 11/16 9/16 (5/1)
Rentokil Grp. (10p) 59 8 9½
Renwick Grp. (25p) 39 8. 7pcPf. 55 (4/1)
Reynolds (W. J.) Hldgs. (5p) 20½
Ricardo Engineers (1927) (25p) 130 3 (3/1)
Richards Wallington Indust. (10p) 76 (3/1)
Richards (10p) 21 ½ (5/1)
Rix (Oliver) (5p) 5½● ¾ ¼ ½
Robertson Foods (25p) 145● 1 3
Rockware Group (25p) 138● 40 2. 8pc Uns.Ln. 71 (4/1)
Rolls-Royce Motors Hldgs. (25p) 86½ 8 7 ½. 8pcCnv.Uns.Ln. 74●
Ropner Hldgs. (25p) 47● 6 (5/1). A (25p) 46
Rotaprint (20p) 51½ 50 ½
Rothmans Intnl. B (12½p) 50 ½
Rotork (10p) 115 18 (5/1)
Rowlinson Constructions Grp. (10p) 87
Rowntree Mackintosh (50p) 407● 10 11 14. 7pc2ndCum.Pf. 83½● (5/1)
Rowton Hotels (25p) 161●
Royal Worcester (25p) 126● 6
Royco Group (25p) 35
Rugby Portland Cement (25p) 85 4½ 5½
S. and U. Stores (12½p) 16½ (5/1). 25pc Cum Ptg Pfd. 16● 17½ (5/1)
SGB Group (25p) 152● 3● 2 (5/1). 8½pc Cum Ptg.Pfd. 18● 17½ (5/1)
Saatchi and Saatchi (10p) 98
Sabah Timber (10p) 38
Sainsbury (J.) (25p) 207 10 5 8 2. 8pc Irrd.Uns.Ln. 66½ (5/1)
St. George's Laundry (Worcester) (10p) 12½● (5/1)
St. Kitts (London) Sugar Factory 150 (5/1)
Sakar's Finance Invest. (R0.50) 14 (5/1)
Salts (Saltaire) 7pcNon-Cum.Pf. (50p) 25½ (4/1)
Samuel (H.) A (25p) 264 (3/1)
Samuelson Film Service (20p) 112●
Sanderman (Geo. G.) Sons (25p) 58 (4/1)
Sanderson Murray Elder (Hldgs.) (50p) 33 (5/1)
Sandhurst Marketing (10p) 21
Sanger (J. E.) (10p) 53● 3
Sangers Group (25p) 78● 8 ½
Savile Gordon (J.) Group (10p) 20 (4/1)
Savoy Hotel A (10p) 66● (5/1)
Scapa Group (25p) 113. 8pcUns.Ln. 71 (3/1)
Scholes (George H.) (25p) 297● 300●
Scotcros (25p) 84½
Scott Robertson (25p) 26● (5/1)
Scottish Agric. 5¼pcLn. 51 (3/1). 7¾pc Ln. 61 (3/1)
Scottish Universal Invests. (25p) 99● 80 8 100 99 101
Scottish English Euro Textiles (10p) 66● 2
Scottish Heritable Tst. (25p) 15½ (5/1)
Scottish Television A (10p) 62
Sears Hldgs. (25p) 66½ 5½. 7pc A Pf. 58●
Securicor (25p) 82 (4/1). A (25p) 80 (5/1)
Security Services A (25p) 88 (4/1)
Sekers Intnl. (10p) 18½●
Selincourt (5p) 26½ ¾ 6
Sena Sugar Ests. (50p) 8 (3/1). 8½pcPf. 18● 19● (5/1)
Senior Eng. (10p) 28
Serck (25p) 96½● 7½
Shakespeare (Joseph) (5p) 38½●
Shaw (Francis) (20p) 30 (5/1)
Sheepbridge Eng. (25p) 81½
Sherman (Samuel) (10p) 10● 10
Sidlaw Inds. (50p) 98 7 (4/1)
Siebe Gorman (25p) 172 4 (4/1)
Siemssen, Hunter (10p) 63 (3/1)
Silhouette (London) (20p) 51. A (20p) 41 (3/1)
Silkolene Lubricants (10p) 72½● 3●
Simon Eng. (25p) 221
Singer (10p) 13.6● (4/1)
Sirdar (25p) 53 4 (5/1)
600 Group (25p) 71 ½ 2 (5/1)
Sketchley (25p) 106½ 7
Small (John C.) Tidmas (25p) 22 (3/1)
Smallshaw (R.) (10p) 130 (5/1)
Smart (J.) (10p) 47● (5/1)
Smith Nephew Assoc. (10p) 68 ½. 8pcLn. 123‡ (5/1)
Smith Hldgs. (Whitworth) (5p) 8 (5/1)
Smith (W. H.) and Sons (Hldgs.) A (50p) 160● 4●. New A (50p) 161● ½● 4 6. New B (10p) 34. 7½pcLn. 68½ (3/1)
Smiths Industries (50p) 162● 6½● 8. 11¼pcDb. 92½●. 7½pcLn. 69½ (5/1)
Smurfit (Jefferson) Gp. (25p) 205● ½●
Snia Viscosa Societa Nazionale (L1200) 31½ (3/1)
Solicitors' Law Stationery Society (20p) 53● 4 5 (5/1)
Somic (25p) 37 (4/1)
Somportex Holdings (25p) 86 (4/1)
Sotheby Parke Bernet Group (25p) 213 12 15
Sound Diffusion (5p) 35● (5/1)
Southern Cons. (5p) 9½ (4/1)
Sparrow (G. W.) Sons (20p) 117
Spear and Jackson International (25p) 120
Spear (J. W.) Sons (25p) 240 2
Speedwell Gear Case (25p) 20
Spencer Clark Metal Industries (20p) 34● 30 (5/1)
Spencer Gears (5p) 29● 30 (5/1)
Spillers (25p) 30● ½● 29 2 1 2½ ½ 1½. 7pcDb. 67½●
Spink and Son (25p) 265
Spooner Industries (25p) 51
Squirrel Horn (12½p) 38 (3/1)
Staffs Potteries (Holdings) (25p) 147 52 (3/1)
Stallex International (25p) 31
Stag Furniture Holdings (25p) 65. New 7½pcPf. 99● 9 (5/1)
Stakis (Reo.) Org. (10p) 33 2½ 4
Stanley (A. G.) Holdings (5p) 138 (5/1)
Status Discount (10p) 130 27
Staveley Industries 230 (5/1)
Stead and Simpson A (25p) 38 4. 4½pc Db. 30. 4½pcMtg.Db. 30
Steel Bros. Holdings (50p) 380. 7pcLn. 57 (3/1). 9pcLn. 72 (5/1)
Steetley (25p) 193● 6. 7pcLn. 116
Steinberg Group (10p) 15
Strachan (Alexander) Son (25p) 29½● (5/1)
Stewart Plastics (25p) 136● (5/1)
Stocklake Hldgs. (25p) 76● 7 6
Stocks (Joseph) Sons (Hldgs.) (25p) 175● 3 (5/1)
Stoddard (Hldgs.) A (25p) 30½
Stonehill Hldgs. (25p) 89
Stone-Platt (25p) 110½● 9● 101● 10 14 12
Streeters Godalming (10p) 35 (4/1). New (10p) 34½ 5 (4/1)
Strong Fisher (Hldgs.) (25p) 72 (5/1)

Sturla (George) Son New (10p) 8 9● (4/1)
Style Shoes (25p) 45 (5/1)
Sumner (Francis) (Hldgs.) (10p) 15 16 (4/1)
Sunlight Service (10p) 27½
Supra (10p) 36 (5/1)
Sutcliffe, Speakman (25p) 34 (3/1)
Suter Electrical (5p) 9½ (3/1)
Swedish Match Co. B (Kr50) 11½ (5/1)
Sykes (Henry) (25p) 105

T—U—V

TACE (10p) 26 (5/1). 40pcPfd. (10p) 25 (4/1)
Talbex (5p) 16½● ¼
Tarmac (50p) 140● 1 38 43 40. 8½pc Uns.Ln. 71●
Tate Lyle 216● 13● 18 16 20 17. 13pc Uns.Ln. 112 13 (4/1)
Taylor Woodrow (25p) 412
Tebbit (10p) 14½● 14 (5/1)
[illegible] (25p) 114 15
Telefusion (5p) 39. A (5p) 39
Telephone Rentals (25p) 127● 6●
Tesco Stores (Hldgs.) (5p) 48● 9 8 9½ 8½
Tex Abrasives (10p) 87
Textured Jersey (10p) 27● ½● 8
Thermal Syndicate (25p) 159 (3/1)
Thomson Organisation (25p) 706● 12. 21.7pcPf. (25p) 63. 4.72pcPf. 34 (5/1). 5.83pcPf. 68 (4/1). 7¼pcUns.Ln. 66¼ (3/1)
Thorn Electl. Indl. (25p) 390● 89● 92● 76‡ 90. 5pcPf. 45. 6½pcLn. 70 (5/1)
Tilbury Contracting 252 (4/1)
Tilling (Thos.) (20p) 111 ½ 11½ 12 10
Time Prods. (10p) 117● (5/1)
Tomkins (F. H.) (5p) 18 17½
Tootal (25p) 48 ½. 5pcPf. 34½ (5/1). 6½pcDb. 71½● (5/1). 7½pcLn. 70
Toothill (R. W.) (25p) 70
Towles A (10p) 25● (5/1)
Toye (25p) 38½
Tozer Kemsley (20p) 47
Trafalgar House (20p) 167 4‡ 5½ 6½ 7½. 9½pcLn. 78 (3/1). 8pcLn. 68
Trafford Carpets (25p) 30
Transparent Paper (25p) 74½
Transport Devlpt. (25p) 70. 8½pcLn. 70 (4/1)
Tranwood (5p) 4½● ½● ¼
Travis Arnold (25p) 145 4
Tricoville (10p) 51 3
Trident Television A N-V (10p) 55 4½ 3½
Triplex Foundries (25p) 79½ (3/1)
Trust Houses Forte (25p) 199 8. 7.25pc Db. 73½. 7.5pcDb. 70 (4/1). 9.1pc Ln. 78 (5/1). 10.5pcDb. 94½
Tube Invs. 398 8 4 3‡. 5½pcLn. 84. 6½pcLn. 92½ ½
Tunnel Hldgs. B (50p) 269. 5½pcDb. 71½ 1 (4/1)
Turner Newall 217● 19● 20 19‡ 23
Turner Curzon (5p) 11
Turner Mfg. (25p) 105 (5/1)
Turriff (25p) 63
Tysons (W.) Sons Turner (10p) 23 (5/1)
UBM Gp. (25p) 74½● 1½● 4½ 6½ 6
UDS Gp. (25p) 98● 8 7. 10¼pcDb. 95 (5/1)
UKO Intnl. (25p) 167 8
USMC 110● (5/1). 8pcLn. 94½ ¾ (4/1) (5/1)
UU Textiles (10p) 6½
Ulster TV Non-vtg. A (25p) 87●
Unicorn Industs. (25p) 97
Uniflex Hldgs. (10p) 38
Unigate (25p) 57● ½● 7 6½. 6½pcLn. 1991-96 52 (5/1). 6½pcLn. 1992-97 63½● 2 ½ (5/1)
Unilever (25p) 548● 50 8 8. 6¼pcDb 78¾ (4/1). 5½pcLn. 49½ (4/1). 7¾pcLn. 68½ ¾ 90 7‡ 8½
Unilever NY (Fls.12) 21.30 (4/1)
Union Intnl. 6pcPf. 48 (3/1)
Unitech (10p) 91
Utd. Biscuits (Hldgs.) (25p) 164● 30 6● 90 70 9 8. 8pcDb. 73½ (3/1)
Utd. Carriers (10p) 56 (3/1)
Utd. City Merchants (10p) 54. New (10p) 54●
Utd. Eng. Industs. (10p) 11½ 2 (4/1)
Utd. Gas Industs. (25p) 52½●
Utd. Gas Industs. 10¼pcLn. 82½ (3/1). 9pcLn. 88 (4/1)
Utd. Guarantee (Hldgs.) (5p) 19 (3/1)
Utd. Newspapers (25p) 332
Utd. Scientific Hldgs. (25p) 390● (5/1)
Utd. Spring Steel Gp. 21½● 3
Unochrome Intnl. (10p) 13
Usher-Walker (10p) 32● (5/1)
Valor (25p) 40● (5/1)
Vantona Group (20p) 116● 20 1. 7½pc Unsec.Ln. 86 (5/1)
Vauxhall Motors 7pcUnsec.Ln. 66½ (3/1)
Vernon Fashion Group (10p) 65 (5/1)
Vickers 190● 77● 67● 8 90 3● 4 87 91 89 95‡ 4‡. 5pc (Tax free to 30p M.) 60●
Victor Products (Wallsend) (25p) 84 (5/1)
Viners (10p) 27
Vinten Group (20p) 90 1
Vita-Tex (20p) 48 (3/1)
Volper (25p) 150 4

W—Y—Z

WGI (25p) 84
Wades Departmental Stores (20p) 36 (3/1). Non-Vtg. A (20p) 34 (3/1)
Wadham Stringer (10p) 38 ½
Wadkin (50p) 109●
Walker Homer (5p) 13½
Walker (C. W.) (Hldgs.) (25p) 118 (5/1)
Walker (Thomas) (5p) 11½● (5/1)
Ward Hldgs. (10p) 38
Ward White Group (25p) 70● (5/1). 10½pcPf. 142 (5/1)
Wardle (Bernard) (10p) 18½● (5/1)
Waring Gillow (Hldgs.) (25p) 87. New (25p) 87
Warne Wright Rowland (10p) 42
Warner Holidays (10p) 30 29½. A (10p) 29● 9 8½ 9½
Warrington (Thos.) (25p) 36●
Waterford Glass (5p) 49½●
Watmoughs (Hldgs.) (25p) 88
Watts Blake Bearne (25p) 183 (5/1)
Wearra Grp. (10p) 32
Wearwell (5p) 18● 17½ (5/1)
Websters Publications (5p) 28
Wedgwood (25p) 203½ 2 1
Weir Grp. (25p) 119
Welco Hldgs. (5p) 22½ 2 1
Wellman Eng. (25p) 30● 49½
West Brom. Spring (10p) 23●
Western Board Mills (10p) 80
Westinghouse Brake (25p) 47● 7
Westland Aircraft (25p) 47● 6½● 9 8½ 3 6½ 4‡
Westminster Country Props. (25p) 13½●
Weston-Evans Grp. (20p) 81½●
Westward TV (10p) 27● 6
Wheatsheaf Dist. Trdg. (25p) 180 89 3
Wheeler's Restaurants (10p) 233● 40 (5/1)
Wheway Watson (Hldgs.) (5p) 13½● (5/1)
Whiley (Geo. M.) (25p) 27●
Whitecroft (50p) 176 (3/1)
Whiteley (B.S.W.) (25p) 43 2½ (4/1)
Whites (Timothy) 6¼pcLn. 67● (5/1). 8pcLn. 78½●
Whittingham (Wm.) (Hldgs.) (12½p) 30½
Whittington Eng. (25p) 36 (4/1)
Wigfall (Henry) Son (25p) 151
Wiggins Construct (10p) 24½
Wilkins Mitchell (25p) 46 (5/1)
Wilkinson Match 206½● 8 10. 10pcLn. 103● 2½
Williams (John) Cardiff (25p) 43. New (25p) 42●
Wilmot-Breeden (Hldgs.) (25p) 82½●. 20pcPf. (25p) 38 (3/1). 6½pcDb. 72 (3/1)
Wilson Bros. (20p) 38● 8 (5/1)
Wilson Connolly (25p) 121. 10½pcPf. 100
Wilson Walton Eng. (10p) 71 2
Wimpey (George) (25p) 84½● 3½● 3½
Winn Inds. (20p) 36½● 7● ½ 7
Wiseman (M.) 5pcPf. 70 (3/5)
Witter (Thomas) (25p) 44
Wood Sons (Hldgs.) (5p) 22● 1½
Wood Hall Tst. (25p) 92 (5/1)
Wood (S. W.) Grp. (20p) 47
Woodhead (Jonas) (25p) 215 (5/1)
Woodward (H.) (12½p) 32●
Woolcombers (Hldgs.) 7½pcPf. 45½● (5/1)

Woolworth (F. W.) (25p) 65● 4 3½ ½ 4½ 5
Wrighton (F.) (10p) 18. 5½pcPf. 28
Xerox Corpn. ($US1) 29½
York Trailer Hldgs. (10p) 69. 10pcPf. 105‡
Yorkshire Chemicals (25p) 89● (5/1). 12½pcCnv.Uns.Ln. 122 (5/1)
Youghal Carpets (Hldgs.) (25p) 58 (5/1)
Young Austen Young (25p) 61 2 (5/1)
Zenith Carburetter A (50p) 100●
Zetters Grp. (5p) 48½ (4/1)

ELECTRIC LIGHTING AND POWER

Brascan $915 (3/1)
Calcutta Electric Supply 64 (5/1)
Nigerian Electricity 218 22 (5/1)

FINANCIAL TRUSTS (179)

Ackroyd Smithers (25p) 232 (4/1)
Anglo-African Finance (7½p) 14½●
Anglo-Continental Invest. Fin. Six Month Rate Db. 7¼ (3/1)
Armour Tst. (10p) 5½● 6½●. 10½pc Uns.Ln. 56¼ 7
Australian Agricultural ($A0.50) 60 (4/1)
Authority Invests. (20p) 27 (3/1)
B.E.T. Omnibus Services 10pcCum.Pf. (50p) 35 (3/1)
Boustead (10p) 26 (3/1)
Bridgewater Estates (50p) 280● 75
Britannia Arrow Hldgs. (25p) 24½● ½● 5 4½ 4 3 ½ 4¼. Warrants to sub. for Ord. 3½ (4/1). 6½pcCum.Pf. 43½‡ 4‡ (5/1)
British Elect. Traction Dfd. (25p) 115● 13½ 15 13 14½
Chaddesley Invests. (25p) 17
Charterhouse Group (25p) 66● 5 6
Corinthian Hldgs. (10p) 24 (3/1)
Daily Mail Gen. Tst. (50p) 340 (4/1). A (50p) 343● 38● 40● 3
Dalgety 237● 8 6 7. 4½pcRd.Db. 91● 1 (5/1)
Dewnay Day Group (25p) 31½ 30½
Edinburgh Indust. Hldgs. (12½p) 15¾ 16½ (4/1)
Electra Inv. Tst. (25p) 106●. 5pcDb. 68 (5/1)
English and Dutch Inv. Tst. Part Certs. Iss. by Royal Ex. Assurance (Br.) 18½ (3/1)
F.C. Finance (25p) 80 (5/1). 7pcCum.Pf. (50p) 51½‡ 4‡
First National Finance (10p) 2½● ¼ 2. Warrants 1975-83 to Sub. for Ord. ¾. 9½pcSub.Uns.Ln. 1992-97 ½ ½
Fitzroy Invest. (25p) 13 (5/1)
Gresham Inv. Tst. (25p) 56½ ½ (5/1)
Grimshawe Hldgs. (20p) 24●
Hambro Tst. (25p) 35 (3/1)
Inchcape 373 8 6. 12½pcLn. 100½‡
Ind. and Comm. Finance Corp. 9pcADeb. 83¾. 8½pcLn. 81 (3/1). 10½pcLn. 96½
Mersiment Co. (25p) 20● 19 (5/1)
Kwahu (10p) 21
Lloyds and Scottish (20p) 111● 10
London and Associated Inv. Tst. (10p) 7½ (5/1)
Manson Finance Tst. (25p) 47 (5/1)
Martin (R. P.) (5p) 74● 1 (5/1)
Mills and Allen Intnl. (Ex Capt.) (50p) 120‡● 18● 20 5 4 18 21 17‡. New (50p) 124‡● 2● 20‡● 20 17. Ord Share Wnts. 1978-79 to Sub. 18‡. Cum Red 1stPf. (Ex Capt.) (50p) 68● 5½‡● 2●0 70 ½
Park Place Invest. (10p) 23 2½
Property Inv. and Finance 90 ½. 6pcLn. 50● (5/1)
Provident Financial Grp. (25p) 100● 1 99 8 (5/1). 7pcPf. 58½‡● ½●
St. George Assets (10p) 10½●
Sime Darby (10p) 93‡. 10pcLn. 1978 212 (3/1)
Smith Bros. (25p) 60½● 60 (5/1)
Stock Exchange 7¼pcDb. 67
Tyndall Overseas Fund Distribution Shs. (1p) 6½ (5/1)
United Corpn. Common Shs. £11 5 9½●
United Dominions Trust (25p) 46● 54 40● 5½● 5 ½ 6 ½ 4½. 16pcLn. 137● 8
Wagon Finance (25p) 84
Western Selection (20p) 25½● 6● 5 ½
Yule Catto (10p) 71● 70● 4 7

GAS (8)

Imperial Continental Gas Assn. 367● 9● 8 70. 7pcCnv.Uns.Ln. 159½

INSURANCE (185)

Bowring (C. T.) (25p) 116● 20. 7½pcPf 58 (4/1). 8pcCnv.Uns.Ln. 109 (4/1). 10pcCnv.Uns.Ln. 162 1 (4/1)
Britannic (5p) 155● 8 6 70 1
Commercial Union (25p) 150● 50 70 9 8 6 7 5 7½ 60 54
Eagle Star (25p) 156 3 7 5
Equity Law Life (5p) 178● 59 8 7
General Accident Fire Life (25p) 250● 48‡ 52 4 48 50
Guardian Royal Exchange (25p) 258● 60● 60. 7pcPf. 88 (5/1)
Hambro Life (25p) 300 298
Heath (C. E.) (20p) 263● 2 60
Hogg Robinson (25p) 173‡ 78 5 (5/1)
Howden (Alexander) Grp. (10p) 170 69 8
Legal General Assurance (5p) 177● 50 40 7 9 5½ 5 8
Leslie Godwin (Hldgs.) (10p) 98 9 (3/1)
London Manchester (5p) 130● 28● 32● 30
London United (5p) 143●
Matthews Wrightson Hldgs. (20p) 207 10 8. 7¼pcUns.Ln. 80
Minet Hldgs. (20p) 169
Moran (Christopher) (20p) 86 5
Pearl Assurance (5p) 150●
Phoenix Assurance (25p) 290
Prudential Assurance (5p) 173● 69● 72 3 1‡ 4 1
Refuge Assurance (5p) 142● 39● 40● 2
Royal (25p) 473● 5 2 6 7
Sedgwick Forbes Hldgs. (10p) 348● 50 6 50
Stenhouse Hldgs. (25p) 105‡
Sun Alliance London 587● 602 4
Sun Life (5p) 106½● 7 9 5½
Willis Faber (25p) 255 60

INVEST. TRUSTS (216)

Aberdeen Trust (25p) 132. 4pcPf. 34½
Ailsa Invest. Tst. (25p) 107 (5/1)
Alliance Invest. (25p) 90 (5/1)
Alliance Trust (25p) 217. 3½pcDb. 67‡. 5¼pcDb. 73½● (3/1)
Altifund Capital (50p) 170
Ambrose Invest. Tst. Income (25p) 62 (3/1). Capital (25p) 61● 2½
American Tst. (25p) 42 1¼. B (25p) 42¼ (3/1)
Anglo American Secs. Corp. (25p) 94½●
Anglo-International Invest. Tst. Div. (25p) 48½. Asset (25p) 128
Anglo-Scottish Invest. Tst. (25p) 44 (3/1)
Archimedes Invest. Tst. Capital (50p) 38¼ (4/1)
Ashdown Invest. Tst. (25p) 129● (5/1)
Atlanta Baltimore Chicago Regional Inv. Tst. (10p) 30
Atlantic Assets Tst. (25p) 86½● 6
Atlas Electric General Tst. (25p) 59● 8. 5pcPf. 44½ (3/1)
Bankers' Invest. Tst. (25p) 55 (5/1)
Berry Tst. (25p) 55½●. 4¼pcUnsec.Ln 79●
Bishopsgate Prop. General Invests. 71½● (5/1)
Bishopsgate Tst. (25p) 168 5
Border Southern Stockholders Tst. (50p) 288● 7● 90. Ord. (carrying rights sub.Ord) 139● 43● (5/1)
Brasilvest S.A. Depositary £650● (5/1)
British American General Tst. (25p) 39½
British Assets Tst. (25p) 70● 69½ 8½ 9 7½‡ 8. 5pcSub.Ln. 130 (4/1)
British Empire Secs. General Tst. (5p) 12● 11¼ (5/1)
British Invest. Tst. (25p) 152● 2 1 (5/1)
CIRP (25p) 86 (4/1). Warrants 18
Caledonian (25p) 69●. B (25p) 67 (5/1)
Canadian Foreign (25p) 101
Capital National (25p) 119 (5/1)
Cardinal Dfd. (25p) 103½● 50. 5pcLn. 93½ (3/1)
Carliol (25p) 110 (5/1)
Catel (5p) 30
Cedar (25p) 54 11/16 5 (5/1)
Charter Trust Agency (25p) 68● 4½ (5/1)
City Comml. Inc. (25p) 28½ (3/1). Cap. 107½● 8
City Foreign (25p) 53½●
City Intnl. (25p) 97● (5/1)
Claverhouse (50p) 81½ (3/1)
Clifton (10p) 5¼
Clydesdale (25p) 67
Colonial Secs. (25p) 240
Common Market (1p) 10½‡
Continental Ind. (25p) 198 (4/1)
Continental Union (25p) 118 (3/1)
Crescent Japan (50p) 122 (4/1). Warrants 360
Danae Inc. (50p) 44 (5/1). Warrants 7½
Debenture Cpn. (25p) 85½ (4/1)
Derby Cap. (50p) 186
Dominion Genl. (25p) 196 (5/1)
Drayton 4pcPf. 33 (4/1)
Drayton Consolidated Trust (25p) 144½. 5pcPf. 41½ (4/1). 7½pcLn. 124●
Drayton Far Eastern Trust (25p) 30½ 1 (4/1)
Drayton Premier Invest. Trust (25p) 191● 90● (5/1)
Dualvest Income (50p) 63½ (4/1)
Edinburgh American Assets Trust (25p) 4½. 8pcLn. 178 (3/1)
Edinburgh Invest. Trust Dfd. 228½● 6 7
English and International Trust (25p) 85‡ (5/1). 5½pcPf. 43‡ (5/1)
English and New York Trust (25p) 72● 1½ 1
English and Scottish Investors (25p) 71 (4/1)
Equity Consort Investment Trust Dfd. (50p) 103 (4/1)
Estate Duties Investment Trust 272 ½ (5/1)
External Investment Trust 134 (5/1). 7pcLn. 82½● 1
F and C. Eurotrust (25p) 39½
First Scottish American Trust (25p) 86½. 5pcLn. 82½
Flag Investment 10½pcDb. 90½‡● ½‡● (5/1)
Foreign and Colonial Invest. Trust (25p) 147 6. 4½pcDb. 61½● 3½● (5/1). 4¾pcDb. 31 (5/1)
Fundinvest Income Capital (25p) 65½● 6 7½ 7
General Fund Inv. (25p) 139 (3/1)
General Investors (25p) 105 2 (4/1)
General Scottish (25p) 80‡ (5/1)
General Stockholders (12½p) 100
Glasgow Stockholders (25p) 98● ½
Glendevon Inv. (25p) 85½
Globe Inv. (25p) 108½. 4pcDeb. 89½ (4/1). 5½pcUnsec.Ln. 94. 6½pcUnsec.Ln. 125½ (3/1)
Govett European (25p) 57 (5/1)
Great Northern Inv. (25p) 104½ 5 (5/1)
Greenfriar Inv. (25p) 78 (3/1)
Gresham House Est. (25p) 49● (5/1)
Group Inv. (25p) 52½● 3‡
Guardian Inv. (25p) 57 9 (5/1)
Hambros Inv. (25p) 84‡ 6
Harcros Inv. (10p) 23
Hill (Philip) Inv. (25p) 180 1 2
Home Hldgs. A (25p) 75½. B (25p) 68‡ (5/1). 6pcPf. 65 (4/1)
Industrial Gen. (25p) 50½ 49¾. 3½pcCnv Deb. 28 (5/1). 5¼pcDeb. 53½●
International Inv. Wrnts. sub. Ord. 30‡ 2½. 4pcDeb. 29 (3/1). 6½pcDeb. 55‡
Investing in Success Equities (25p) 116½●
Investment Tst. (25p) 196 5
Investment Tst. Guernsey (50p) 150 1
Investors Cap. Tst. (25p) 70● ½● 68½. 7½pcDeb. 69 (5/1)
[illegible] Japan Inv. (25p) 116 (3/1)
Jos Hldgs. (25p) 49 (5/1)
Keystone Inv. (50p) 140 (4/1)
Kingside Inv. (25p) 50● 1● 49½ (5/1)
Lake View (25p) 88½●
Lancashire London (25p) 39¼ ½
Law Debenture Cpn. (25p) 100½ (5/1)
Leda Invest. Capital (5p) 24 (3/1)
London and Holyrood (25p) 108
London and Provincial (25p) 106● 4 (5/1)
London Australia ($A1) 102 (5/1)
London Merchant Secs. (25p) 90‡ 4 3½. Capital (25p) 88‡●
London Trust Dfd. (25p) 188● 91● 88 (5/1). 5pcLn. 103½ 4
M and G Second Dual Income (10p) 80 (5/1)
Mercantile Invest. (25p) 37● 6½. 4½pc Db. 79● 9
Merchants Trust (25p) 69½● 9 (5/1). 4pcLn. 97½ (4/1)
Midland Trust (25p) 73‡ 5 (5/1)
Monks Investment (25p) 47¼ 6¼
Montague Boston Invest. (10p) 56½ 7½ (3/1)
New Throgmorton Income (25p) 20¼ (5/1). Wrnts. £1 19
New York Gartmore (25p) 33½ 4 (5/1)
Nineteen Twenty-Eight (25p) 208 (5/1)
Nth Atlantic Secs. (25p) 67● (5/1)
Nthrn. Amcn. Trst. (25p) 95½ (5/1). 5pc Cnv.Uns.Ln. 91 2 (3/1)
[illegible] Secs. Trst. (25p) 106
Oil Assoc. Inv. Trst. (25p) 51½. 6½pc Cnv Uns Ln. (25p) 34½ (5/1)
Pentland Inv. Trst. (25p) 118
Prov. Cities Trst. (25p) 26½ (3/1)
Raeburn Inv. Trst. (25p) 120●. 4½pcCnv. Uns.Ln. 39½● (5/1)
Rights Issues Inv. Trst. Inc. (25p) 26
River Mercantile Trst. (25p) 168
River Plate Gen. Inv. Trst. Dfd. (25p) 138
Robeco (Rotld. Belg. NV) (Fl.50) £47½● £29¼ (5/1). Sub Shs. (Rg. Nr Prov Bk (N)) (Fl.5) 482● 6
Rolinco NV War £11½. Sub Shs. (Rg. Nt Prv. Brk. (N)) (Fl5) 343 (4/1)
Romney Trst. (25p) 86 4 1. 4½pcCnv Uns.Ln. 82½
Rosedimond Inv. Trst. Cap Shs. (25p) 63
Rothschild Inv. Trst. (50p) 175 (5/1). 3.5pc Cnv.Pr.Pf. (50p) 30 (5/1). 6¼pcCnv.Uns Ln. 101½ (4/1)
Safeguard Inds. Inv. (25p) 71● 65½● (5/1)
St. Andrews Trst. (25p) 117. 5½pcPf. 44 (5/1)
Save Prosper Linked Inv. Trst. Inc.Shs (10p) 158 (4/1). Cap. Shs. (10p) 66½●
Scot. Amcn. Inv. (50p) 86‡ 6½ 5½ 5
Scot. Cont. Inv. (25p) 45● 5
Scot. Mercantile Inv. A.Non.V. (25p) 121 (3/1)
Scot. Estn. Inv. Trst. (25p) 126●
Scot. Euro. Inv. (25p) 37 (4/1)
Scottish Invest. Tst. (25p) 95½● 4½ 3½ 5 2½
Scottish Mortgage Tst. (25p) 108
Scottish National Tst. (25p) 141 ½ 3
Scottish Northern Invest. Tst. (25p) 98● 9 ½
Scottish Utd. Investors (25p) 80● 1 80½. 5pcPf. 44½
Scottish Western Invest. (25p) 83● ½● ½
Second Alliance Tst. (25p) 186½●. 4½pc Db. 33 (3/1). 3½pcDb. 67●
Second Great Northern Invest. Tst. (5p) 74 (3/1)
Securities Tst. Scotland (25p) 178 ½ (5/1)
Stanwell Euro (10p) 59½ (4/1)
Stockholders Inv. (25p) 90●
Sphere Invest. Tst. (25p) 110
Technology Invest. Tst. (25p) 93 (3/1)
Temple Bar Invest. Tst. (25p) 184 (5/1)
Throgmorton Secured Growth Tst. Cap. Ln 95●
Throgmorton Trust (25p) 71½
Tor Investment Trust (25p) 7¼ (5/1). Capital (25p) 113 (5/1)
Trans-Oceanic Trust (25p) 165 (4/1)
Tribune Invest. (50p) 61● (5/1)
Triplevest Income (50p) 63
Trustees Corp. (25p) 132
United British Securities (25p) 123½. 5pc Pf 43½
United States Db. Corp. (25p) 90● 10 90. 4½pc2ndDb. 32 (3/1). 5pcLn. 95 (5/1)
Viking Resources (25p) 97●
West Coast Texas Inv. Trust (10p) 59½
Westpool Invest. (25p) 91 ½ (5/1)
Witan Invest. (25p) 80½ 1½ 1 (5/1). B (25p) 77● 5 (5/1). 8pcDb. 73½ 5 (3/1)
Yeoman Invest. (25p) 169
Yorkgreen Invest. (10p) 5½ (5/1)
Young Companies Invest. 75 4. Warrants to Subscribe 15

UNIT TRUSTS (11)

M. G. American Fund Income 42.3 (4/1). Accumulation 42.8
M.G. Dividend Fund Income 117.1
M.G. Extra Yield Fund Income 85.6 (3/1)
M.G. High Income Fund Income 103.2
M.G. Magnum Fund Income Accumulation 235.40
M.G. Recovery Fund Income 79.8. Accumulation 80.6
M.G. Special Trust Fund Income 155.3

IRON, COAL & STEEL (27)

Broken Hill Proprietary ($A2) 415● 28● 15
Dunford Elliott 13pcDb. 1985-90 93½● (5/1)
Hawthorn (R. and W.) Leslie (50p) 74● (5/1)
Neepsend (25p) 42
North British Steel Group (Holdings) (25p) 28‡
Richardsons, Westgarth (50p) 54 (4/1)
Swan Hunter Group 159● 5 7 6 6‡ 4‡
Ward (Thos. W.) (25p) 59½ 60 59. 11¼pc Ln. 2000-05 81 (3/1). 7½pcLn. 1997-2002 65½ 4½ (3/1)
Whessoe (25p) 89 (4/1)
Woodhouse Rixson (Holdings) (12½p) 30● 30

MINES—Australian (11)

MIM Hldgs. ($A0.50) 136
North Broken Hill ($A0.50) 85● 5
Paringa (5p) 12½
Western ($A0.50) 92● 90 2

Miscellaneous (76)

AMAX Inc. ($US1) 23½●. 8pcDb. £60 (4/1)
Ayer Hitam Tin Dredging Malaysia Berhad ($Ma1) 240●
Beralt Tin and Wolfram (25p) 44½ 5
Charter Cons. (Reg.) (25p) 132 30 4. (Br.) (25p) 129● (5/1)
Consolidated Gold Fields (25p) 176● 40 83 5 2 1. New (25p) 182 1.3 79 80 77 7¾pcLn. 69‡ 70
El Oro Mining and Exploration (10p) 57
Geevor Tin Mines (25p) 470 (4/1)
Gopeng Cons. (25p) 255●
Kamunting Tin Dredging (M) Berhad ($Ma0.50) 69
Rio Tinto-Zinc Corp. (Reg.) (25p) 185 5 3 4. (Br.) (25p) 192. Accumulating (25p) 182 3. 3.325pcAPf. 43●
Saint Piran (25p) 60
Selection Tst. (25p) 398 402
Silvermines (2½p) 37½
South Crofty (10p) 59● 62
Southern Kinta Cons. (M) Berhad ($Ma0.50) 150 (4/1)
Southern Malayan Tin Dredging (M) Berhad ($Ma1) 255●
Tanjong Tin Dredging (15p) 98●. (5/1)
Tehidy Minerals (10p) 42 (3/1)
Tronoh Mines Malaysia Berhad ($Ma1) 152●

Rhod. & E. African (17)

Botswana (Pu2) 17
Falcon Mines (25p) 163 (5/1)
Globe Phoenix Gold Mining (12½p) 65½● ½● (5/1)
M.T.D. (Mangula) (25p) 48 (5/1)
Minerals Resources Corp. ($BD1.40) 127● 8 9
Rhodesian Corp. (16⅔p) 19½● ½ 20½
Tanganyika Concessions (50p) 136 (5/1)
Wankie Colliery (50p) 34½● 7 5 6 8 9 5½ 7½ 8½
Zambia Copper Investments ($BD0.24) 12¾●

South African (50)

Anglo American S.A. (R0.10) 250 8
Anglo Amer. Gold Invest. (R1) $US23●
Anglo-Transvaal Consltd. (R0.50) 6● (5/1)
Bishopsgate Platinum (R0.10) 65● 9
Blyvooruitzicht Gold Mining (R0.25) 290●
Bracken Mines (R0.90) $US1.02 (4/1)
Buffelsfontein Gold Mining (R1) $US13½● (5/1)
Consltd. Murchison (R0.10) 25● (5/1)
Coronation Synd. (R0.25) 48 5‡ 2
East Daggafontein Mines (R1) $US0.32 (4/1)
East Driefontein Gold Mining (R1) $US9.20●
East Rand Consltd. (10p) 20 (5/1)
East Rand Gold Uranium (R0.50) 304
East Rand Proprietary Mines (R0.50) 310
Elsburg Gold Mining (R1) 106● (5/1)
Free State Geduld Mines (R0.50) $12.19
Free State Saaiplaas Gold Mining 95 (3/1)
Gold Fields S. Africa (R0.25) 9¾
Grootvlei Prop. (R0.25) 134
Harmony Gold (R0.50) $US5.24● (3/1)
Johannesburg Consd. Invest. (R2) 10½● ½
Kinross Mines (R1) 290 (5/1)
Kloof Gold Mining (R1) $US6.75●
Libanon Gold (R1) 463½ 2
Loraine Gold (R1) 100●
Lydenburg Plat. (R0.12½) 54●
Marievale Consd. (R0.50) $US1.50 (4/1)
Messina (Transvaal) Development (R0.50) 81 5 6
Middle Witwatersrand (Western Areas) (R0.25) 160● 50●
President Brand Gold (R0.50) $US13½ 13.09½
President Steyn Gold (R0.50) 632
Rand Mines Props. (R1) 120●
Randfontein Ests. Gold Witwatersrand (R2) 29.84 $US44½ (5/1)
Rustenburg Plat. Hldgs. (R0.10) 74● 1‡ 3 4
Sentrust Beperk (R0.10) 158 62 (5/1)
South African Land Ex. (R0.35) 50● (5/1)
Stilfontein (R0.50) 202● 4 31½ 30
U.C. Invests (R1) 190● 200 8½
Union Corp. (R0.62½) 235‡
Unisel 231 (3/1)
Vaal Reefs (R0.50) 10 81●
[illegible] (R1) $US0.86
West Driefontein (R1) $US26¼ 5¾ (5/1)
West Rand Cons. (R1) 37 (5/1)
Western (R0.50) 14 10
Winkelhaak (R1) 559 3

West African

Amal. Tin Nigeria (Hldgs.) (10p) 29 (5/1)
Bisichi Tin (10p) 6½ (5/1)

Diamond (13)

De Beers Consd. 40pcPf. (R5) 92● (5/1). Dfd. (Reg.) (R0.05) 293● 85● 92 5 90 3 85‡ 94 7. Do. (Br.) (R0.05) 321● (5/1). 8pc2ndPf. (R1) 28 (4/1)

OIL (220)

British-Borneo P.S. (10p) 150 (5/1)
British Petroleum 854‡● 56● 53‡● 546 58 585½ 52‡● 50 56 48 52 40‡ 55 50 65 58 38 58‡ 66. 8pc1stPf. 75. 9pcDb. 90½● ½
Burmah Oil 55● 3½ 4½ 3 5 4 4‡ 5½ ½. 6pc2ndPf. 41 (4/1). 7pcPf. 49½ (5/1). 7½pcUns.Ln. 65½● ½. 8½pcUns.Ln. 60½ 60
Charterhall (5p) 30½● 30 29‡ 9
Esso Petroleum 5¼pc1stDb. 99● (5/1). 5½pc1stDb. 81½
London Scottish Marine (25p) 187● 5● 5 6 7. Oil Production (10p) 408. 14pc Uns.Ln. 108● 9
Oil Exploration (Hldgs.) (10p) 301● 300‡
Premier Cons. (5p) 19½ 19 18
Royal Dutch Petroleum (Fl20) 36½
Shell Transport Trading (25p) 524● 32● 30● 27 32 30 5 9 8. Ord. (Br.) (25p) 531● 3 29 32. 7pcPf. 56 (3/1)
Texaco International 57●
Tricentrol (25p) 177. 7pcUns.Ln. 187 (5/1)
Ultramar (25p) 233● 5● 49 4 1 3 30 2. 7pcPfd. 135● ½. 7pcUns.Ln. 98● (5/1)

PROPERTY (293)

Alliance Prop. Hldgs. 9½pcDb. 76‡
Allied London New (10p) 55½
Allnatt London (25p) 220● 8 31
Apex (10p) 237●
Aquis Secs. (5p) 18½ (4/1)
Argyle Secs. 12pcDb. 81½
Arndale 6¼pcLn. 53‡
Avenue Close (20p) 73½
Bank Comml. (10p) 3¼
Beaumont (25p) 55 6
Bellway (25p) 52● 3½
Berkeley Hambro (25p) 117
Bilton (Percy) (25p) 184● 6
British Land (25p) 39‡ 8½● 8½● ½ 8 7 9 6½ 7½. 15pcDb. 110¼. 12pcLn. 140● 39 8
Brixton Estate (25p) 113½● 15 14½ 13½
Capital Counties (25p) 50● ½ 50. Wts. 1¼ (3/1). 8pcDb. 61
Carding (5p) 16½ 16
Central Dist. 8pcLn. 51
Centrovincial Ests. (20p) 85● 90 87
Chesterfield (25p) 315
Chown Secs. (25p) 14½
Churchbury Ests. (25p) 261● 3
City Offices (25p) 61●
Commercial Prop. 5pc1stDb. 1983 65 (3/1)
Control Securities (10p) 22 3 (4/1)
Country and New Town Properties 7pc Ln. 1964-69 50 (5/1)
County District Properties (10p) 90 ½
Daejan Holdings (25p) 65½● 6½
Dares Estates (10p) 14●. 6½pc1stDb. 1968-93 64 (3/1)
Dorrington Investment (10p) 51 2
English Property Corporation (50p) 47½ 6½ 5½‡ 7. 5½pcPf. 80‡. 6½pcLn. 1985-2003 107 (4/1). 12pcLn. 2000-05 99● 8‡
Estates and General Investments (20p) 20● 20
Estates Property Investment (25p) 82● 2
Evans of Leeds (25p) 196● 5
Five Oaks Investments (25p) 7 (3/1)
Great Portland Estates (50p) 327 30
Green (R.) Properties (10p) 34● 2½● 3½ (5/1)
Greencoat Properties (5p) 9½ (3/1)
Hales Properties (25p) 31● 4
Hammerson Property Invest. Trust A (25p) 588
Haslemere Estates (10p) 252● 50 4. 10½pc1stDb. 1993-2003 89½ (3/1). 9½pcLn. 1990-95 140 (4/1)
Imry Property Holdings (25p) 327● (5/1)
Intereuropean Property Holdings (10p) 39½● 7½ 8½. 10pc1stDb. 1992-97 82½● 30
Land Investors (25p) 132 (3/1)
Land Secs. Invest. Tst. (50p) 226 8 7 ½ 5. 6pc1stMt.Db. 1988-93 62½ (3/1). 6½pc Ln. 74½. 5½pcLn. 174 (4/1). 6¼pcLn. 146½. 10pcLn. 146
Law Land (20p) 48½. 7½pcLn. 66 (5/1)
London and Provincial Shop Centres (Hldgs.) (10p) 52 (5/1)
London Shop Prop. Tst. (25p) 72½ (4/1)
Lynton Hldgs. (20p) 177
MEPC (25p) 129½● 30● 29½● 32 1 29. 4½pcPf. 37 (5/1). 8pcLn. 66●. 5pcLn. 108
Marler Ests. (25p) 160 16
Midhurst White Hldgs. (10p) 32½
Mucklow (A. and J.) Grp. (25p) 121 2. A (25p) 122
Peachey Prop. Con. (25p) 83● 2● 1½● 2½ 3½
Prop. and Reversionary Invest. Con. (25p) 310. A (25p) 317
Property Hldgs. Invest. Tst. (25p) 340 (3/1)
Prop. Partnerships (25p) 70 (3/1)
Property Security Invest. Tst. (50p) 153½ 5 (3/1)
Raglan Prop. Tst. (5p) 4½● ½ ¼
Regalian Props. (25p) 9
Regional Props. (25p) 85. A (25p) 77
[illegible] Prop. Hldgs. 8½pcUnsec.Ln. 57½● (5/1)
Rush Tompkins Group (25p) 110● 10 12
Samuel Props. (25p) 95● 4½● 5 ½
Scottish Metropolitan Prop. (20p) 118. New (20p) 119
Second City Props. (10p) 43 1½‡
Slough Estates (25p) 128● 7½● ½● 6 7½ 8. 10pcUnsec.Ln. 173 (4/1)
Stock Conversion Invest. Tst. (25p) 286● 5 8
Sunley (Bernard) Invest. Tst. (25p) 200● 6● 30 50 15 16 14 9 11
Town City Props. (10p) 16● 15½● 16½ 16 ½ 15¾ ½. 6pcUnsec.Ln. 82 (4/1). 8pc-14pcUnsec.Ln. 99● 100● 99
Town Centre Secs. (25p) 60 (4/1)
Trafford Park Estates (25p) 97
United Kingdom Prop. (25p) 24
United Real Prop. Tst. (25p) 260
Webb (Joseph) (5p) 18½●. 7½pcPf. 47½ (4/1)
West London Prop. Corpn. 5pc1stMtg.Db. 88 (5/1)
Westminster Prop. Group (20p) 18½ ¼ (4/1)
Winston Estates (25p) 30 (4/1)

RUBBER (26)

Aberfoyle Plants. (5p) 5½ (3/1)
Anglo-Indonesian (25p) 77● 80
Bertram Cons. (10p) 67 (5/1)
Bradwall (FMS) (10p) 31 (3/1)
Cons. Plants. (10p) 90. Warrants 27½● 8
Gadek Malaysia (10p) 46
Guthrie Corp. 225 2 7
Harrisons Malaysian (10p) 68½● 80
Highlands Lowlands Berhad ($Ma0.50) 66
Hongkong (Selangor) (10p) 140 (3/1)
Kuala Lumpur ($Ma1) 43½ (5/1)
Kuala Selangor (10p) 77½ 8 (5/1)
London Sumatra (10p) 81 80
Malayalam Plant (10p) 29½ (5/1)
Muar River (10p) 31½
Plantation Hldgs. (10p) 58● 7½ (5/1). 20pcLn. 110‡●
Sungei Bahru (10p) 38●

SHIPPING (48)

Anglo Nordic Shipping 8½pcLn. 85
Brit. Commwlth. Shipping (50p) 287
Caledonia Invests. (25p) 254
Fisher (J.) (25p) 120 (4/1)
Furness Withy 337● 40 1 2 3. 5pcPf. 44‡ (5/1)
Graig Shipping 235
Hunting Gibson 235
Jacobs (J. I.) (20p) 38½ (5/1)
London Overseas Freighters (25p) 35● ½
Ocean Transport Trading (25p) 137½● 7 6 ½
Peninsular Oriental Steam Nav. 5pcPfd. 44¼ ½. Dfd. 18½● 17 18 18 17½
Reardon Smith Line (50p) 135. A Non-vtg. (50p) 42
Runciman (W.) (25p) 106●

TEA & COFFEE (10)

Assam Frontier Tea Hldgs. 577 80 (5/1)
Assam Invests. 105●
Saraoora Tea Hldgs. (25p) 93 (5/1). 5pc Pf. 50
Empire Plantations Invests. (10p) 21● 1 ½
Longbourne Hldgs. 222
Lunuva (Ceylon) Tea Rubber Ests. 133 (3/1)
McLeod Russel 177●
Moran Tea Hldgs. 395●
Singlo Hldgs. (10p) 23● (5/1). 15pcLn. 105●
Surmah Valley Tea (25p) 58 (3/1)
Warren Plantations Hldgs. (25p) 184 (5/1)

TRAMWAYS & OMNIBUS (1)

Anglo-Argentine Trams 4pc3rdDb. 79
Tollgate Hldgs. (R1) 37● (5/1)

WATERWORKS (3)

Bournemouth Dist. Water 3.5pc (fmly. 5pc) 38½
Bristol Waterworks 3.5pc (fmly. 5pc) Pf 80● (5/1)
East Surrey 4.55pc (fmly. 6.5pc) Pf. 80
Eastbourne Waterworks 10½pcDb. 88 (3/1)
Essex Water 3.5pc (fmly. 5pc) 38½● 7¼pcDb. 70 (4/1). 10½pcDb. 88 7¼ (5/1)
Mid Kent Water 3.5pc (fmly. 5pc) Max. 33 (3/1). 4.2pc (fmly. 6pc) Pf. 54 (3/1)
Mid Southern Water 4.55pc (fmly. 6½pc) Pf. 61 (3/1)
North Surrey Water 7¼pcDb. 67 (4/1)
Portsmouth Water 4.025pc (fmly. 5¾pc) Pf. 67 (4/1)
Rickmansworth Uxbridge Valley Water 7pcPf. 101● (5/1)
Sunderland S. Shields Water 7pcDb. 71½ (4/1). 10pcDb. 85 (4/1)

SPECIAL LIST

Business done in securities quoted in the Monthly Supplement.

JANUARY 6 (Nil)
JANUARY 5 (Nil)
JANUARY 4 (Nil)
JANUARY 3 (Nil)

RULE 163 (1) (e)

Bargains marked in securities which are quoted or listed on an overseas Stock Exchange.

JANUARY 6

Boral 15
Bougainville Copper 71
Brambles Inds. 138
Calan 176
Cassiar Asbestos $25●
Crush Int. 892
E.Z. Industries 160●
Haw Par Bros. 25½● 4½
Hollinger Mines A £17¾●
Hong Kong Land 90
I.C.I. (Australia) 156
Inland Natural Gas 985
Interrenta $US20½●
Jardine Matheson 160 50‡ 8 7
Kerr McGee $US46½
Kulim Malaysia 28½●
Little Long Lac Mines 110‡
Mount Lyell 18● 18
Oil Search 7½
Norcan Energy £16¾
Otis (S.A.) 395
Sentrachan 135
Swire Pacific A 72
Thiess Hldgs. 132●
Thomas Nationwide Transport 75
Timor Oil 3
Tonckah Harbour Tin 80●
Tr Continental £13⅛
Unilever N.V. (Fls.20) $US53
Westfield Minerals 70‡
Wheelock Maritime A 45●
Whim Creek 45½●
Wormald Int. 250
Yukon Cons. 128●

JANUARY 5

American Can £25¼
Bri South 66¼
Ciba Geigy 7¼pcCnv. £51● 50
Ciba Geigy 6pcCnv. £31
Coca Cola £23½●
Coles (G. J.) 145●
Exxon Cpn. £31½‡
Finter Bank Zurich 183●
Hecker Cpn. 52●
Hudson's Bay Oil Gas £27‡●
Hutchison Whampoa $US0.76●
[illegible] Oil 32●
Memorex Cpn. £18¾
Monte Edison 10
Northwest Energy Cpn. £21¼‡●
Petrofina £70‡
Southern Pac. Props. 7
Wheelock Marden A 30. Do. B 2¼
Woodside Pets. 64

JANUARY 4

[illegible] Leases 303● 5● 500●
American Eagle 240
Ampol Exploration 95●
Ampol Pets. 64
Aramint £30½‡
Australian Oil Gas 20●
Blue Circle Southern Cement 58
Boral 174
British Controlled Oilfields 118●
Canada Cement Lafarge 525●
Colonial Sugar Refineries 225●
Cork Investments 6
Dunlop Rubber (Australia) 101
El Paso Natural Gas £10‡
Endeavour Resources 10½
Finsider 6
Fuji Photo Film 122●
Hutchison International 48½
Mashaba Rhodesian Asbestos 3
Myers Emporium 144
Nicholas Int. 70
Norcan Energy £11⅛
Oakbridge Secs. 125 5 4
Offshore Oil 2½
Pacific Pets. £26⅛
Pan Canadian Pets. £20‡
Peko Wallsend 410
Pioneer Concrete 115●
Power Corp. of Canada A $15●
Protea Holdings 50½ 1
Robinco (Coupon 18) 5●. 6½pcCum.Pf. £14●
Selcast Exploration 29
Swan Brewery 128
Toohays 124●
Tooth Co. 141
Twentieth Century-Fox £13⅛
Unilever 30

JANUARY 3

AE and CI 110
Argo Invs. 110●
Blue Metal Inds. 73●
Giant Yellowknife Mines 665
Ocean Resources 15●
Pancontinental £9⅞● ½
Pacia Inds. 70●
Sea Containers £17½
Unicer 40
Vokskas 153
Woolworth (F. W.) £12 9/16
Woolworth Hldgs. 149

RULE 163 (2) (a)

Applications granted for specific bargains in securities not listed on any Stock Exchange.

JANUARY 6

Arbour Court Inv. 4
Burrough (James) 111
Cambridge Instrument ½
Cedar Holdings 5½ 5 4. 5pcRed.Conv.Pf. 15
Central Equipment B 325
Clairmace 32
Clyde Petroleum 133
Gadek (Indonesia) 43
Grampian T.V. 30
G.R.A. Prop. Trust 15¼ 15½ 15¼ 15 14¾
Grendon Trust 11pcSub.Uns.Ln. £35 £36½
Guest Keen (U.K.) 8pcGtd.Db. £75½
Lifeguard Assurance 25 26
New Court Natural Resources 6 9/16 6½
Queen Street Warehouse 4 2 1
Southern Newspapers 219 215
United Friendly Insurance B 73½ 74
Viking Oil 210 210½ 220 222

JANUARY 5

Eldridge Pope A 170
Forestry Pulp and Paper 26
Fuller Smith and Turner A 275
Heavitree Brewery 320
Home Brewery 210
Higham Brewery 63
Oldham Estates 105 104
Rangers Football Club 750
Star Offshore Services New 115½ 115

JANUARY 4

All-England Lawn Tennis Ground £50Db. £5 455
Chilmace 27 25
Commercial Bank of Wales 55
Conister Trust 115
Martingale (Ralph) 255
North Sea Assets 903
Ouvah Highfields 49
Standard Mill 25
Wessex Water Auth. 4½pc £34 £32

JANUARY 3

Kenmare Oil Explrn. 27½
St. Pancras Housing Soc. Cnv.Ln. £8
Scottish Ceylon Tea 5 4
Severn Valley Railway 90

(By permission of the Stock Exchange Council)

LOCAL AUTHORITY BOND TABLE

Authority (telephone number in parentheses)	Annual gross interest	Interest payable	Minimum sum	Life of bond
	%		£	Year
Poole (02013 5151)	9¾	½-year	500	4
Poole (02013 5151)	10	½-year	500	5-7
Redbridge (01-478 3020)	10	½-year	200	5-7
Thurrock (0375 5122)	9¾	½-year	300	4
Thurrock (0375 5122)	10	½-year	300	5-7

BUILDING SOCIETY RATES

	Deposit Rate	Share Accnts.	Sub'pn Shares	*Term Shares
Abbey National	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs. min. £500
Alliance	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., 6.25% 1 yr.
Anglia	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Birmingham Incorporated	5.75%	6.00%	7.25%	6.50% 2 yrs., 6.25% 1 yr.
Bradford and Bingley	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Bristol and West	5.75%	6.00%	7.25%	—
Bristol Economic	5.75%	6.00%	7.25%	6.25% 3 months' notice
Britannia	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £1,000
Burnley	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs.
Catholic	5.50%	●6.20%	7.25%	— ● 6.45% over £5,000
Chelsea	5.75%	6.00%	7.25%	6.75% 6 months' notice, minimum £500
Cheltenham and Gloucester	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., £500-£15,000
Citizens Regency	5.75%	6.30%	7.80%	7.55% 3 yrs. over £5,000
City of London	‡6.25%	‡6.50%	7.45%	‡7.35% 3-yr. increment share, min. £500
Coventry Economic	5.75%	6.00%	7.25%	7.00% 3 yrs., Cap. Shares 6.50%
Derbyshire	5.75%	6.00%	7.25%	6.50% 3 months' notice, minimum £5,000
Gateway	5.75%	6.00%	7.25%	7.00% 3yrs., 6.50% 2yrs. min. £500-£15,000
Greenwich	5.75%	6.10%	7.50%	7.10% 2 yrs., fixed 1% over Share Accts.
Guardian	5.75%	6.25%	6.50%	6.95% 3 months' notice, minimum £1,000
Halifax	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs.
Hastings and Thanet	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 1½ yrs., £250-£15,000
Heart of England	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Hearts of Oak & Enfield	5.75%	6.25%	7.75%	7.25% 3 yrs., 7.00% 2 yrs., 6.75% 1 yr.
Hendon	6.00%	6.50%	—	7.00% 6 months' notice, minimum £2,000
Huddersfield & Bradford	5.75%	6.00%	†7.25%	7.00% 3 yrs., 6.50% 2 yrs., £100-£15,000
Leamington Spa	5.85%	6.10%	8.04%	6.85% 2 years
Leeds Permanent	5.75%	6.00%	7.25%	—
Leicester	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., £100-£15,000
Liverpool	5.75%	6.00%	7.45%	7.10% 3 yrs., 6.60% 2 yrs., min. £1,000
London Goldhawk	6.45%	6.95%	8.20%	7.95% 3 yrs., 7.45% 1 yr., min. £1,000
Magnet & Planet	5.75%	6.00%	7.25%	7.00% 3yrs., 6.50% 2yrs., 6.50% 6mths.not.
Melton Mowbray	5.85%	6.10%	7.25%	6.85% 2 years
Midshire	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £250
Mornington	5.70%	6.70%	—	—
National Counties	6.00%	6.30%	7.30%	6.75% 6 months
Nationwide	5.75%	6.00%	7.25%	7.00% 3-4 yrs., min. £500, 6.50% 2 yrs.
Newcastle Permanent	5.75%	6.00%	6.50%	7.30% 3 yrs., 7.00% 2 yrs.
Northern Rock	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., min. £100
Norwich	5.75%	6.00%	7.50%	7.00% 2 yrs., minimum £500
Paisley	5.75%	6.00%	6.50%	7.00% 3 yrs., 6.50% 2 yrs., min. £500
Peckham Mutual	6.00%	6.50%	—	—
Portman	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs., 6.25% 3 mths.
Progressive	6.00%	6.25%	7.25%	7.25% 3yrs., 7% 2yrs., 6.75% 3 mths. not.
Property Owners	■5.75%	6.50%	7.75%	6.90% 3 mths. not. ■ 5.00% to limitd. cos.
Provincial	5.75%	6.00%	7.25%	7.00% 3-4 yrs., 6.50% 2 yrs.
Skipton	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs.
Sussex Mutual	6.05%	6.35%	6.35%	6.70% 3 months' notice, min. £500
Town and Country	5.25%	6.00%	♣10.00%	7.00% 3 yrs. £1,000-£15,000. ♣ Max. £250
Woolwich	5.75%	6.00%	7.25%	7.00% 3 yrs., 6.50% 2 yrs.

*Rates normally variable in line with changes in ordinary share rates. † Moneymaker Shares. ‡ Maximum individual account £2,500.

MONEY + EXCHANGES

Minimum Lending Rate 6½%

Bank of England Minimum Lending Rate 6½ per cent. (since January 6, 1978)

The Treasury bill rate fell by 0.4103 per cent. to 5.8826 per cent. at yesterday's tender, and Bank of England Minimum Lending Rate was cut by ½ per cent. to 6½ per cent. The minimum accepted bid was £98.53, compared with £98.42 last week, and bids at that level were met as to about 63 per cent. The £400m. bills tendered and allotted attracted bids of £1,230.27m., and all bills offered were allotted. Next week £300m. will be on offer, replacing the same number of maturities.

Day-to-day credit was in very short supply, and the authorities gave exceptionally large assistance once again. They lent an exceptionally large amount over the week-end to 10 or 11 discount houses at MLR of 7 per cent., and bought a small number of Treasury bills from the houses and banks.

The market was faced with a very substantial net take-up of Treasury bills, a sizeable excess of revenue payments to the Exchequer over Government disbursements, and repayment of the exceptionally large amount lent overnight by the Bank of England. On the other hand their was a slight drop in the note circulation.

Discount houses paid around 7 per cent. for secured call loans for the most part, but closing balances were taken at 6 per cent.

Rates in the table below are nominal in some cases.

Jan. 6 1978	Sterling Certificate of deposit	Interbank	Local Authority deposits*	Local Auth. negotiable bonds	Finance House Deposit	Company Deposits	Discount market deposit	Treasury Bills ⊕	Eligible Bank Bills ⊕	Fine Trade Bills ⊕
Overnight	—	6⅛-6¾	—	—	—	6⅞	6-7	—	—	—
2 days notice	—	—	6⅛-6¾	—	—	7¼	—	—	—	—
7 days or 7 days notice	—	6½-6¾	6⅛-6¾	—	6⅝-7¼	—	6⅝-6¾	—	—	—
One month	6½-6⅜	6⅝-6½	6¼-6⅛	7-6¾	6⅝-7	6¾	6¼	5 15/16-5 31/32	6⅛	6¾-6⅞
Two months	6 7/16-6⅛	6 5/16-6⅝	—	6¾-6⅝	6⅝-6⅞	—	6-6⅛	5⅞	6 1/16-6⅛	6¾
Three months	5 15/16-6	6 1/16-6⅛	6¼-6⅝	6¼-6⅝	6⅝-6⅝	6⅝	5⅞-6	5 15/16-5 31/32	5 31/32-6 1/16	6¾-6⅝
Six months	6 1/16-6⅛	6 1/16-6⅛	6¾-6⅞	6¼-6⅝	6½-7	—	—	—	5 15/16-6	6⅝-6¾
Nine months	6⅜-6⅝	6⅝-6¾	—	6⅞-6¼	6¾	—	—	—	—	—
One year	6⅝-6 7/16	6¾-7	6⅞-6⅞	7-6¼	7	—	—	—	—	—
Two years	—	—	7¼-8	—	—	—	—	—	—	—

Local authorities and finance houses seven days' notice, others seven days' fixed. * Longer-term local authority mortgage rates nominally three years 8¾-9¼ per cent.; four years 9½-10 per cent.; five years 10¼-10½ per cent. ⊕ Bank bill rates in table are buying rates for prime paper. Buying rate for four-month bank bills 5 15/16-6 per cent.; four-month trade bills 6¾-6⅞ per cent.

Approximate selling rate for one-month Treasury bills 5¾-5 25/32 per cent.; two-month 5 15/16-5 31/32 per cent.; and three-month 5 29/32-5¾ per cent. Approximate selling rate for one-month bank bills 6 1/16-6⅛ per cent.; two-month 6 1/16-6⅛ per cent.; and three-month 5 31/32-5 31/32 per cent. One-month trade bills 6¾ per cent.; two-month 6¾-6⅞ per cent.; and also three-month 6⅝-6⅞ per cent.

Finance House Base Rates (published by the Finance Houses Association) 6½ per cent. from January 1, 1978. Clearing Bank Deposit Rates (for small sums at seven days' notice) 3-4 per cent. Clearing Bank Rates for lending 6½-7½ per cent. Treasury Bills: Average tender rates of discount 5.8826 per cent.

EXCHANGES AND BULLION

Sterling rose sharply in thin trading towards the close of business yesterday. Late demand pushed it up to $1.9290-1.9310, a rise of 4.20 cents on the day. The pound opened at $1.9030-1.9050, and fell to $1.8970-1.8990 during the morning. It was fairly steady at around $1.90 for most of the day, before the late rise. Sterling's trade-weighted index against a basket of currencies, as calculated by the Bank of England, rose to 65.8 from 64.7, after standing at 65.2 at noon and 65.3 in early trading.

European central banks supported the dollar, and there was a general pressure on the U.S. currency after its recent improvement. The Swiss franc touched a best level of Sw.Frs.1.9925, after trading at Sw.Frs.2.0475 against the dollar, and closed at Sw.Frs. 2.0050, compared with Sw.Frs. 2.04 on Thursday.

The German D-mark also finished higher against the dollar, at DM2.1255, compared with DM2.1560 previously, while the Dutch guilder improved to Fls.2.2837½ from Fls.2.3055.

The dollar's trade-weighted depreciation since the Washington Currency Agreement, as calculated by Morgan Guaranty of New York, widened to 4.82 per cent. from 4.40 per cent.

Gold rose $3⅞ to $169¾-170¼. The krugerrand's premium over its gold content widened to 3.60 per cent. for domestic and international delivery from the previous common level of 3.93 per cent.

FOREIGN EXCHANGES

Jan. 6	Bank Rate %	Market Rates: Day's Spread	Market Rates: Close
New York	6	1.8970-1.9330	1.9290-1.9310
Montreal	7½	2.0755-2.1150	2.1100-2.1120
Amsterdam	4½	4.36-4.42	4.40½-4.41½
Brussels	6	62.90-63.80	63.70-63.85
Copenhagen	9	11.08-11.30	11.27½-11.28½
Frankfurt	3	4.05-4.11	4.09¾-4.10¾
Lisbon	13	76.20-78.05	77.70-78.00
Madrid	8	154.00-156.00	155.75-155.95
Milan	11½	1,658-1,687	1,685-1,687
Oslo	6	9.85-10.05	10.03-10.05
Paris	9½	8.98-9.12	9.10-9.12
Stockholm	8	8.90-9.05	9.01-9.03
Tokyo	4¼	456-470	465-469
Vienna	5½	29.05-29.65	29.40-29.55
Zurich	1½	3.80-3.90	3.86¼-3.87¼

† Rates given are for convertible francs. Financial franc 63.70-63.90.

OTHER MARKETS

			Note Rate
Argentina	1158.48-1166.6	Argentina	1100-1200
Australia	1.6674-1.6842	Austria	28½-30
Brazil	30.46-30.66	Belgium	62-64
Finland	7.70-7.75	Brazil	33-36
Greece	68.065-69.745	Canada	2.08¼-2.10¼
Hong Kong	8.77½-8.89½	Denmark	11.15-11.25
Iran	124-135	France	9.05-9.15
Kuwait	0.530-0.540	Germany	3.97-4.12
Luxembourg	63.70-63.85	Greece	75-80
Malaysia	4.5040-4.5240	Italy	1670-1720
N. Zealand	1.8664-1.8678	Japan	460-480
Saudi Arab.	6.55-6.65	Netherlands	4.25-4.40
Singapore	4.4520-4.4720	Norway	9.95-10.05
S. Africa	1.6657-1.6894	Portugal	85-95
U.S.		Spain	158-168
Canada		Switzerland	3.80-3.95
[illegible]		U.S.	1.90-1.92
U.S. cents	91.40-91.45	Yugoslavia	67-73

Rate given for Argentina is free rate.

GOLD MARKET

	Jan. 6	Jan. 5
Gold Bullion (a fine ounce) Close	$169¾-170¼	$165¾-166¼
Opening	$168¾-169¼	$165¼-166
Morning fixing	$168.9	$166.30
	(£87.758)	(£87.434)
Afternoon fixing	$169.90	$165.70
	(£88.883)	(£88.045)
Gold Coins domestically		
Krugerrand	$175-177	$170-172
	(£91¼-92¼)	(£90¼-91¼)
New Sovereigns	$52-54	$50¾-52¾
	(£27-28)	(£27-28)
Old Sovereigns	$51-53	$50-52
	(£26½-27½)	(£26½-27½)
Gold Coins internationally		
Krugerrand	$175-177	$170-172
	(£91¼-92¼)	(£90¼-91¼)
New Sovereigns	$52-54	$51½-53½
	(£27-28)	(£27¼-28¼)
Old Sovereigns	$51-53	$50¼-52¼
	(£26½-27½)	(£26¼-27¼)
$20 Eagles	$249-252	$246-249

CURRENCY RATES

	Special Drawing Rights January 6	European Unit of Account January 6
Sterling	0.635237	0.637356
U.S. dollar	1.20828	1.21267
Canadian dollar	1.32179	1.32806
Austria sch.	n/a	18.5646
Belgian franc	40.7188	40.2667
Danish krone	7.10453	7.18788
Deutschemark	2.58559	2.59500
Dutch guilder	2.77569	2.79017
French franc	5.71569	5.74726
Italian lira	1056.77	1062.39
Japanese yen	291.181	292.550
Norway krone	6.31174	6.33922
Spain peseta	n/a	98.1675
Swedish krona	n/a	5.69518
Swiss franc	2.44967	2.45080

EXCHANGE CROSS-RATES

Jan. 6	Frankfurt	New York	Paris	Brussels	London	Amst'dam	Zurich
Frankfurt	—	2.134-137	46.15-25	6.440-465	4.068-078	92.95-93.30	1.620-30
New York*	46.80-85	—	21.15-20	3.03-04	1.9150-9320	44.70-80	49.60-90
Paris	221.20-70	4.7285-7375	—	14.240-365	9.005-025	225.84-54	234.15-65
Brussels	15.48-55	33.15-20	6.99-7.02	—	63.05-22	14.42-47	16.36-47
London	4.09½-10½	1.9290-9310	9.10-12	63.70-85	—	4.40½-41½	3.86¼-87¼
Amsterdam	107.51-56	2.2962-67	48.55-60	6.9175-9225	4.3725-75	—	113.555-605
Zurich	3.76 34.25	2.003-013	2.397-6535	6.0503-0578	4.2263-2474	7.85-88.56	—

U.S. $ in Toronto U.S.$ = 109.59-62 Canadian cents.
Canadian $ in New York = 91.37-39 cents. U.S. $ in Milan 874.40-60
Sterling in Milan 1685.50-1686.0.

EURO-CURRENCY INTEREST RATES*

Jan. 6	Sterling	Canadian Dollar	U.S. Dollar	Dutch Guilder	Swiss Franc	W. German Mark
Short term	6⅛-6⅝	6-7	6⅝-6⅞	5¼-5½	½-¾	3 1/16-3 7/16
7 days notice	6¾-7	6-7	7-7¼	5¼-5½	½-¾	3 1/16-3 7/16
Month	6⅜-6¾	6⅞-6¼	7⅛-7⅜	5¼-5½	⅝-⅞	2⅞-3
Three months	6⅝-6¾	6⅞-6¼	7-7¼	5⅜-5⅝	1⅛-1¼	3 1/16-3 3/16
Six months	6¾-7 1/16	7⅛-7½	7⅜-7⅝	5⅝-5⅞	1⅛-1⅜	3 3/16-3 5/16
One year	7-7⅛	7¼-7⅝	7½-7¾	5⅞-6⅛	1⅞-2	3⅜-3⅝

Euro-French deposit rates: two-day 9¼-9¾ per cent.; seven-day 10-10½ per cent.; one-month 11¼-11¾ per cent.; three-month 11¼-11¾ per cent.; six-month 13¼-13¾ per cent.; one year 13¼-13¾ per cent.

Long-term Eurodollar deposits: two years 7¾-8 per cent.; three years 8-8¼ per cent.; four years 8 1/16-8 3/16 per cent.; five years 8¼-8½ per cent.

The following nominal rates were quoted for London dollar certificates of deposit: one-month 6.85-6.95 per cent.; three-month 6.95-7.05 per cent.; six-month 7.20-7.30 per cent.; one-year 7.35-7.45 per cent.

* Rates are nominal closing rates.

Short-term rates are call for sterling, U.S. dollars and Canadian dollars; two days' notice for guilders and Swiss francs.

FORWARD RATES

	One month	Three month
New York	0.12-0.22 c. dis	0.28-0.38 c. dis
Montreal	0.07-0.17 c. dis	0.30-0.40 c. dis
Amst'dam	⅝ c. pm-⅜ c. dis	1⅝-⅝ c. pm
Brussels	10-25 c. dis	35-50 c. dis
Cop'nhgn.	14-16 ore dis	32½-34½ ore dis
Frankfurt	1⅜-⅜ pf. pm	4⅛-3⅛ pf. pm
Lisbon	55-155 c. dis	320-620 c. dis
Madrid	50-150 c. dis	350-450 c. dis
Milan	14-22 lire dis	38-47 lire dis
Oslo	10-12 ore dis	26½-28½ ore dis
Paris	3¼-4¼ c. dis	13½-14½ c. dis
Stockh'lm	8-10 ore dis	20-22 ore dis
Vienna	1-25 gro dis	48-58 gro dis
Zurich	2⅜-1⅜ c. pm	5¾-4¾ c. pm

Six-month forward dollar 0.67-0.77c. dis., 12-month 0.90-1.00c. dis.

U.K. CONVERTIBLE STOCKS 6/1/78

Statistics provided by data STREAM International

Name and description	Size (£m.)	Current price	Terms*	Conversion dates	Flat yield	Red. yield	Premium† Current	Premium† Range‡	Income Equ.§	Income Conv.¶	Income Diff.♡	Cheap(+) Dear(−)◇ Current
Alcan Aluminium 9pc Cv. 89-94	9.05	120.00	100.0	76-80	7.5	6.5						
Associated Paper 9½pc Cv. 85-90	1.40	93.00	200.0	76-79	10.2	10.5	− 9.7	−10 to −2	14.0	8.7	− 5.2	+ 4.5
Bank of Ireland 10pc Cv. 91-96	8.22	162.00	47.6	77-79	6.3	4.1	− 3.4	− 8 to −2	14.7	13.8	− 0.5	+ 2.8
British Land 12pc Cv. 2002	7.71	139.00	333.3	80-97	8.8	8.5	9.7	10 to 39	0.0	93.6	73.9	+64.1
Change Wares 12pc Nt.Cv.Pt.	0.55	0.21	1.0	78-82	8.5	4.0	0.0	0 to 27	23.2	60.7	17.8	+17.8
English Property 6½pc Cv. 98-03	8.84	102.00	234.0	76-79	6.4	6.4	− 6.3	−11 to −0	7.9	6.1	− 1.6	+ 4.6
English Property 12pc Cv. 00-05	15.31	100.00	150.0	76-84	12.3	12.3	43.4	40 to 66	20.0	51.9	32.8	−10.6
Grand Metropolitan 10pc Cv. 91-96	122.30	122.00	120.2	73-78	8.4	7.7	− 6.0	−12 to −2	4.7	0.0	− 3.6	+ 2.4
Hanson Trust 6½pc Cv. 88-93	4.51	89.00	57.1	76-80	7.5	7.9	3.1	− 9 to 5	10.8	11.7	1.0	− 2.1
Hewden-Stuart 7pc Cv. 1995	0.07	320.00	470.4	75-79	3.2	0.1	−10.1	−15 to −5	14.6	6.4	− 3.3	+ 6.7
Pentos 15pc Cv. 1985	1.06	137.00	166.7	76-82	11.0	8.6	4.1	−37 to 10	47.2	47.0	− 0.1	− 4.2
Slough Estates 10pc Cv. 87-90	5.50	173.00	125.0	78-87	5.8	1.6	9.0	4 to 18	37.2	55.0	11.2	+ 2.2
Tozer, Kemsley 8pc Cv. 1981	7.33	92.00	153.9	74-79	8.8	11.1	27.2	17 to 39	11.9	11.0	− 1.3	−28.6
Wilkinson Match 10pc Cv. 83-98	11.10	102.00	40.0	76-83	9.8	9.6	19.7	20 to 43	28.3	30.9	13.5	− 6.2

* Number of Ordinary shares into which £100 nominal of convertible stock is convertible. † The extra cost of investment in convertible expressed as per cent. of the cost of the equity in the convertible stock. ‡ Three-month range. § Income on number of Ordinary shares into which £100 nominal of convertible stock is convertible. This income, expressed in pence, is summed from present time until income on Ordinary shares is greater than income on £100 nominal of convertible or the final conversion date whichever is earlier. Income is assumed to grow at 10 per cent. per annum and is present valued at 12 per cent. per annum. ¶ Income on £100 of convertible. Income is summed until conversion and present valued at 12 per cent. per annum. ♡ This is income of the convertible less income of the underlying equity expressed as per cent. of the value of the underlying equity. ◇ The difference between the premium and income difference expressed as per cent. of the value of underlying equity. + is an indication of relative cheapness, − is an indication of relative dearness.

STOCK EXCHANGE REPORT

Second-line shares again attract bulk of equity trade

Index up 11.9 on week at 497.3—Gilts uncertain—Golds rally

Account Dealing Dates

Option *First Dealings	Declarations	Last Dealings	Account Day
Dec. 12	Dec. 29	Dec. 30	Jan. 11
Jan. 3	Jan. 12	Jan. 13	Jan. 24
Jan. 16	Jan. 26	Jan. 27	Feb. 7

* " New time " dealings may take place from 9.30 a.m. two business days earlier.

Currency uncertainties and interest rates continued as the dominant influences in stock markets yesterday although confirmation of the cut of ½ to 6½ per cent. in Minimum Lending Rate was in line with expectations and made little impact on sentiment. Down by as much as ⅝ in the early trade, Gilt-edged rallied with sterling on second thoughts about the changed U.S. policy to support the dollar which had fairly violent effects in money and related markets on Thursday.

The absence of new tap stocks also helped towards a better feeling in the Funds and quotations ended with losses reduced to ⅛ which left the Government Securities index 0.21 off at 77.88.

Gold shares rallied well with a $3¾ pick-up in the bullion price, at $169⅞ an ounce, and the Gold Mines index put on 6.3 at 136.6 after the previous day's drop of 8 points.

There was little of substance in equity shares, the leaders seeing little trade of note with the bulk of the interest again being centred on the smaller, more speculative, issues. However, technical considerations continued to underpin the market in the leaders and the FT Industrial Ordinary share index put on 2.8 at the day's best of 497.3 which is 11.9 up on the week.

Official markings of 6,426 brought the week's average to 5,395 and pointed to the busiest trade since early November while the firm overall tone was reflected in the 11-to-4 majority of gains over falls in FT-quoted equities. The FT-Actuaries All-share index hardened to 217.99. The Property sub-section rose to a 1977-78 peak of 253.62 helped by the cheaper credit conditions; the sector has also benefited by figuring prominently in New Year tips.

Gilts dip and rally

The effects of over-enthusiasm for the recent tap, now exhausted, were still apparent in the Gilt-edged market. Together with the imponderables about Minimum Lending Rate and possible replacement tap issues they caused initial uncertainty which saw early quotations fall as much as ½ at the longer end; the shorts were then a maximum of ⅛ lower. Sizeable Discount House selling created additional nervousness among the latter but the offerings were eventually absorbed and before the first indication of the cut in MLR a recovery had set in. Confirmation of the fall to 6½ per cent. in the rate and the absence of any announcements regarding new tap issue encouraged a continuation of the rally and after the 3.30 p.m. close quotations were reverting to overnight levels. Sterling's late rise on foreign exchange markets underpinned the better feeling in the Funds which is expected to continue on Monday. News of the ½ per cent. hikes in many U.S. Prime rates to 8 per cent. were disregarded and had no impact on sentiment. Corporations appeared slightly mixed but Southern Rhodesian Bonds were bought as optimism returned about the current peace talks; rises of five points were seen in many maturities including the 6 per cent. 1978/81 at £85.

Slightly less volatility was seen in the investment currency market, the premium moving within the much narrower band of 70¼ and 68¾ per cent. in an active two-way trade before closing a net 1¼ points down at 69 per cent. Yesterday's SE conversion factor was 0.8039 (0.8037).

Banks easier

Early improvements of up to 8 in the major clearing Banks were quickly erased following Barclays' swift move in reducing its base lending rate a full 1 per cent. to 6½ per cent. in the wake of the cut in Minimum Lending Rate. Barclays ran back from 352p to 345p, making a small loss of 2 on the day, while Lloyds and NatWest which followed suit and cut their rates performed similarly, both closing 2 easier at the common level of 295p, after 300p. Midland, however, failed to announce a reduction, but also closed 2 off at 395p, after 400p. Elsewhere, overseas issues drifted lower on investment premium influences. Commercial Bank of Australia lost 6 to 177p and National Bank of Australasia 8 to 190p. Merchant Banks encountered selective support with Keyser Ullmann notable for a rise of 4 at 49p. Arbuthnot Latham at 160p, improved 5 in response to an investment recommendation.

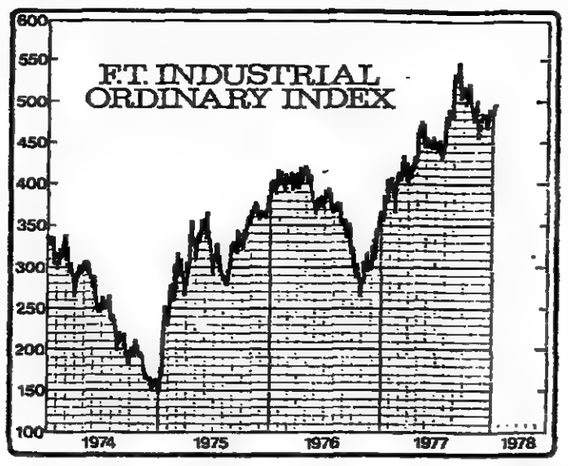
Life Insurances continued to reflect bullish comment and closed firmer throughout. Britannic put on 8 to 172p and Hambro Life rose 7 more to 302p, while Pearl ended 6 to the good at 258p.

The emphasis remained on secondary issues in Breweries where Burtonwood stood out with an advance of 12 to 157p and Wolverhampton and Dudley, 199p, and Border, 72p, gained 4 apiece. Elsewhere, Irish Distillers advanced 11 further to 132p.

Buyers continued to show an interest in Buildings. Fresh speculative support in a thin market lifted H. and R. Johnson-Richards Tiles 6 to 346p and Newarthill 5 to 185p. Ellis and Everard put on 6 to 90p as did Cement Roadstone, to 128p, while Manders were notable for a gain of 8 at 93p. Burnett and Hallamshire, 165p, and International Timber, 129p, rose 5 apiece and Warrington hardened 3 to 38p. Suspended before Christmas at 53p, dealings in BCA were resumed at 130p following details of the minority bid from AP Cement for the outstanding 23 per cent. of BCA it does not already own; APC closed 5 better at 272p. By way of contrast, Australian concern Jennings fell 8 to 100p.

An encouraging report made on the industry in a Government Trade and Industry publication failed to stimulate Chemicals which closed quietly firm. ICI closed only a penny dearer at 354p, after 356p. British Tar Products gained 3½ to 57p.

Howard and Wyndham issues were marked higher on a 1978 investment recommendation, the Ordinary finishing 4 to the good at 22½p and the A 3½ higher at 21½p. Elsewhere, Anglia A put on 6 to 90p in a thin market.



Stores quietly firm

Leading Stores closed on a quietly firm note. W. H. Smith "A" put on 4 to 165p. Elsewhere, Martin the Newsagent gained 6 to 244p and NSS Newsagents added 3 at 111p in sympathy. Wallis moved up 4 to 58p as did Wilkinson Warburton, to 70p. Ratners (Jewellers), at 63p, retrieved the previous day's fall of 3 following further consideration of the interim results but Knott Mill receded 2 to 10p following the increased first-half loss. Cope Sportswear declined 5 to 85p in a thin market. Irregular Shoe concerns had George Oliver "A" 4 better at 50p but Stead and Simpson 2 lower at 35p; the latter after the half-yearly results.

H. Wigfall dipped sharply to 137p on the half-yearly loss before recovering to close only a penny lower on balance at 150p helped by the forecast of an overall profit on the full trading year. Elsewhere in the Electrical sector, demand continued for Dale Electronic, up 8 more at 160p, after 162p, while Comet Radiovision advanced 6 to 168p. Lee Refrigeration hardened 2 to 79p and Dowding and Mills were similarly dearer at 22p.

Vickers reacted to 185p before settling at 188p for a net fall of 7 following the company's official denial that it was nearing agreement with the Government on compensation terms for its shipbuilding interests. Vosper, up 14 at 154p, and Yarrow, 6 dearer at 290p, however, responded to recent Press comment about possible compensation terms. Secondary Engineerings encountered selective support. Peter Brotherhood put on 6 to 106p and Newman Tonks 4 to 71p, while Westland continued to reflect satisfaction with the preliminary results and closed 3 dearer at 48½p. Lake and Elliot responded afresh to favourable Press mention, rising 2 further to 58p, but Howden Group were a dull spot at 64p, down 4, on disappointment with the interim statement.

Foods continued firmly. Associated Dairies ended 6 to the good at 273p, after 276p, while Tate and Lyle closed 4 better at 218p, after 220p, following news of the £73m. contract to develop a sugar plant in Swaziland. Robertson Foods, however, came on offer after the recent useful improvement and gave up 5 to 140p. Supermarkets to make headway included J. Sainsbury, 9 to the good at 207p, and Tesco which put on a penny further to 48½p.

Following the cash and share exchange offer from Coral Leisure, dealings were resumed in Pontin's which closed at 46p compared with the suspension price of 38p. Coral Leisure ended 6 lower at 128p, making the bid currently worth just over 44p per share. Elsewhere in Hotels and Caterers, speculative interest was seen in Adda International, up 3 at 38½p.

ICL improve

Secondary issues claimed most of the attention in the miscellaneous industrial sector yesterday. ICL were particularly good at 244p, up 12, after 246p, with sentiment buoyed by recent bullish comment on the annual report and accounts. Still on hopes that sterling's recent firm performance will spark off a big demand for cheaper overseas holidays this year, Horizon Midlands hardened 2 more to 88p and Davies and Newman 3 to 122p. Caravans International at 96p, and Leisure Caravans, 116p, rose 4½ and 7 respectively. Holt Lloyd International ended 5 to the good at 139p and Pauls and Whites were favoured at 114p, up 6, while Restmor did well with a rise of 8 at 125p. Further consideration of the good third-quarter figures helped Morgan Crucible improve 4 more to 127p, while Northern Engineering moved up 2½ to 90p on an investment recommendation. Gestetner A added 4 at 164p; the preliminary results are due on January 17. By way of contrast, Esperanza Trade and Transport lost 7 to 136p following the disappointing first-half profits. Of the quietly firm leaders, Glaxo put on 5 to 610p and Reed International gained 4 more to 139p. Rank Organisation, however, reacted 3 to 262p after recent strength; the results are due on January 23.

A lively trade developed in some Motors. Demand ahead of the interim results due next Wednesday, left ERF 8 to the good at 137p, after 139p, but further consideration of the interim statement prompted a reaction of 4 to 56p in Fodens. Among Components, Lucas advanced 6 to 288p and Dowty 5 to 163p, while Wilmot Breeden were 4 better at 67p. Buyers were about again in Garages and Distributors. Dorada moved up 5 to 73p and Caffyns 4 to 106p. Among smaller-priced issues, J. W. Reynolds were noteworthy for a rise of 2¾ at 19p.

Good gains were recorded in selected Paper/Printings. Bunzl Pulp, 193p, and Watmoughs, 91p, rose 6 apiece, while Jefferson Smurfit improved 5 further to 210p and DRG put on 4 to 130p. North-Sea-oil enthusiasm together with continuing share-split hopes again assisted Thomson, up 5 more at 715p.

Properties good

Properties again figured prominently as hopes about lower interest rates were fulfilled. Leading stocks such as Land Securities, 237p, and MEPC, 132p, were only 3 and 2 higher respectively but many secondary issues went ahead impressively. Speculation about a pending assets revaluation led to a sharp rise in Centrovincial Estates, the Capital jumping 9 and the Ordinary 8 to the common level of 90p. Also notable were Clarke Nickolls, up 5 at 60p on an investment recommendation, while similar gains were established by Beaumont, 99p, and Haslemere Estates, 255p, the last-named still reflecting bid possibilities. Likewise, Bernard Sunley moved up to 216p before easing to close a net 2 up at 212p. Great Portland put on 4 to 330p and Rush and Tompkins, which has sold its Sevenoaks industrial estate for £3.8m., hardened to 111p. Of the smaller-priced stocks, Midhurst Whites improved 2½ to 34p.

Exchange rate considerations caused a reaction in British Petroleum which, at 842p, surrendered all of Thursday's gain of 22. Other losses in Oils were relatively small and here and there minor improvements were recorded. Scattered profit-taking brought Oil Exploration back 4 to 302p, but a light speculative interest raised Siebens (U.K.) that amount to 282p. In a restricted market, Clyde Petroleum rose 6 to 138p. Elsewhere, investment comment helped Lasmo to improve 2 to 186p, while British-Borneo picked up 4 to 152p. Premium dollar influences took ⅜ off Royal Dutch, at £36¼, and 8 from Weeks Natural Resources, at 90.

Despite a 1978 investment recommendation, Furness Withy, at 339p, lost 6 of the previous day's speculative gain of 17 in Shippings.

Textiles made further progress, although interest was a little more selective. J. Haggas continued in demand at 99p, up 3, while similar improvements were made by Parkland "A," 68p, and Sirdar, 36p.

Golds rally

The recovery in the bullion price, which closed $3.75 higher at $169.875 an ounce, prompted a rally in South African Golds. Despite a slightly easier investment dollar premium, the Gold Mines Index was 6.3 up at 136.6.

But turnover was only moderate and the market gained its main impetus from U.S. buying which started overnight. President Brand stood out with a jump of 97 to 847p, while St. Helena were 62 up at 703p and Randfontein ¾ higher at £30¼.

The stronger bullion price also helped Consolidated Gold Fields, where trading was encouraged by vague bid rumours involving an un-named U.S. consortium. The shares were 10 harder at 183p. London buying interest lifted Charter 8 to 136p, but the other domestic financial Selection Trust and RTZ were featureless.

Anticipations of an outstanding 1977 world diamond sales figure next week led to a widespread demand for De Beers which closed at 301p for a gain of 17. There were also reports of share switching from London to Johannesburg for the purpose of creating Securities Rands there.

Among Rhodesians, Wankie had its highest turnover of recent weeks and responded with a rise of 6 to 39p after touching 40p on revived hopes of a political settlement.

Musto Exploration stood out among Canadians as profit-taking lowered the price by 12 to 78p. Falls over the last two days have amounted to 17p, following a rise of 22p on Wednesday when news of a U.S. oil and gas find was announced.

Australians had a steady undertone, but the easier dollar premium led to frequent falls of a few pence in light turn Conzine Riotinto were 9 low 167p after falling in Sydney o night. Hamersley were 10 d at 170p and, in the coal se Thiess went 8 easier to 130p

Coppers and tins were unch and Geevor remained uncha at 470p following its annou ment of a sharp increase in yearly profits.

FINANCIAL TIMES STOCK INDICES

	Jan. 6	Jan. 5	Jan. 4	Jan. 3	Dec. 30	Dec. 29
Government Secs.	77.88	78.09	78.36	[illegible]	78.09	77.93
Fixed Interest	81.23	81.19	81.17	81.03	80.72	80.80
Industrial Ordinary	497.3	494.5	487.8	485.6	485.4	490.6
Gold Mines	136.6	130.3	138.3	132.7	135.2	139.6
Ord. Div. Yield	5.41	5.42	5.50	5.52	5.51	5.45
Earnings Y'ld % (full)*	16.45	16.47	16.73	16.76	16.74	16.57
P/E Ratio (net) (*)	8.62	8.61	8.46	8.45	8.47	8.56
Dealings marked	6,426	6,231	4,747	4,178	4,818	3,565
Equity turnover £m.	—	76.98	69.34	49.10	52.58	65.98
Equity bargains total	—	15,267	14,715	12,097	11,949	12,148

10 a.m. 495.8. 11 a.m. 496.7. Noon 496.9. 1 p.m. 496.6.
2 p.m. 496.5. 3 p.m. 496.5.
Latest Index 01-246 8026.
* Based on 52 per cent. corporation tax. † Nil=8.16.
Basis 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Ind. Ord. 1/7/35. Gold Mines 12/9/55. SE Activity July-Dec. 1942. ‡ Corrected.

HIGHS AND LOWS

	1977/78 High	1977/78 Low	Since Compilation High	Since Compilation Low
Govt. Secs.	79.85 (30/[illegible])	60.45 (4/1)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	81.23 (6/1/78)	60.49 (4/1)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	549.2 (14/9)	357.6 (13/1)	549.2 (14/9/77)	49.4 (26/6/40)
Gold Mines	174.5 ([illegible]/10)	95.1 (1/2)	442.3 (22/5/75)	43.5 (26/10/71)

S.E. ACTIVITY

	Jan. 6
—Daily	
Gilt Edged	190.5
Industries	222.7
Speculative	46.4
Totals	148.5
5-day Average	
Gilt-Edged	180.4
Industries	178.6
Speculative	4.34
Totals	130.2

RISES AND FALLS

	Yesterday Up	Yesterday Down	Yesterday Same	On the week Up	On the week Down
British Funds	3	63	7	64	136
Corpns. Dominion and Foreign Bonds	12	8	46	76	22
Industrials	387	210	786	[illegible]	[illegible]
Financial and Prop.	140	119	255	596	[illegible]
Oils	7	11	13	28	48
Plantations	7	3	24	27	12
Mines	66	16	42	174	142
Recent Issues	12	8	49	45	25
Totals	634	438	1,224	2,365	[illegible]

NEW HIGHS AND LOWS FOR 1977/78

The following securities quoted in the Share Information Service yesterday attained new Highs and Lows for 1977-78.

NEW HIGHS (210)

CORPORATION LOANS (1)
COM'WEALTH & AFRICAN LOANS (3)
LOANS (1)
BANKS (9)
BEERS (4)
BUILDINGS (21)
CHEMICALS (2)
CINEMAS (2)
DRAPERY & STORES (9)
ELECTRICALS (4)
ENGINEERING (25)
FOODS (2)
HOTELS (5)
INDUSTRIALS (40)
INSURANCE (1)
MOTORS (10)
NEWSPAPERS (2)
PAPER & PRINTING (3)
PROPERTY (28)
SHIPBUILDERS (1)
SHIPPING (1)
SHOES (2)
TEXTILES (9)
TRUSTS (11)
OVERSEAS TRADERS (1)
RUBBERS (1)

NEW LOWS (51)

BRITISH FUNDS (1)
Exchqr 8½pc 1981

AMERICANS (25)
Amax
Asarco Inc
Baker Intl. Corp.
CBS
CPC
Chase Manhattan
City Inv
Continental Oil
Crown Zellerbach
Exxon
Firestone Tire
Fluor Corp
Ford Motor
Hutton (E. F.)
I U International
Morgan (J. P.)
Owens-Illinois
Shell Oil
Singer
Tenneco
Texaco
Transamerica
Woolworths
Xerox Corp.
Xonics Inc.

CANADIANS (6)
Bank Nova Scotia
Hollinger
Inland Nat. Gas
Royal Bk. of Can
Toronto Dom. Bk

BANKS (3)
BankAmerica
Comml. Aust.
Natl. Bank Aust.

BUILDINGS (1)
Lafarge S.A.

CHEMICALS (3)
Bayer A.G.
Hoechst
Norsk Hydro

ENGINEERING (2)
Cummins '78-94
Thyssen

HOTELS (1)
Borel (J.)

INDUSTRIALS (3)
Borg-Warner
Franklin Mint
I.C. Industries

INSURANCE (2)
Combined Ins. Amer.
Travelers Corp.

OILS (1)
Royal Dutch

OVERSEAS TRADERS (1)
Sime Darby

RUBBERS (1)
Sungei Krian

MINES (2)
Western Mining
Tara Exploration

ACTIVE STOCKS

YESTERDAY—

Stock	Denomination	No. of marks	Closing price (p)	Change on day	1977-78 high	1977-78 low
BP	£1	12	842	−22	966	776
Reed Intl.	£1	12	139	+ 4	233	118
BATs Defd.	25p	10	235	+ 2	260	202
BSG Intl.	10p	9	41½	+ 1	41½	17¾
Midland Bank	£1	9	395	− 2	400	245
Burmah Oil	£1	8	54	—	83	41
Commercial Union	25p	8	156	+ 1	170	102
Coral Leisure	10p	8	128	− 6	144	54
GKN	£1	8	273	− 1	369	260
Wankie Colliery	50p	8	39	+ 6	42	27
Barclays Bank	£1	7	345	− 2	350	228
De Beers Defd.	R0.05	7	303	+17	311	188
GEC	25p	7	277	− 1	284	163
ICI	£1	7	354	+ 1	446	325
Imperial Group	25p	7	76½	+ ½	86	64

The above list of active stocks is based on the number of bargains recorded yesterday in the Official List and under Rule 163(1) (e) and reproduced to-day in Stock Exchange dealings.

ON THE WEEK—

Stock	Denomination	No. of marks	Closing price (p)	Change on week	1977-78 high	1977-78 low
BP	£1	57	842	−16	966	776
Rank Org.	25p	38	265	+21	276	128
Barclays Bank	£1	36	345	+10	350	228
BATs Defd.	25p	36	235	− 5	260	202
ICI	£1	35	354	+ 2	446	325
Shell Transport	25p	35	527	− 1	635	454
Beecham	25p	34	673	− 5	693	372
Midland Bank	£1	33	395	+10	400	245
Coral Leisure	10p	32	128	− 6	144	54
GEC	25p	31	277	+ 5	284	163
Barker & Dobson	10p	30	14½	+ 2½	15	3¼
Burmah Oil	£1	30	54	+ 2	83	41
Cons. Gold Fields	25p	29	183	+19	224	137
GKN	£1	29	273	+ 3	369	260
Manganese Bronze	25p	27	86	+ 6	91	13

BASE LENDING RATES

A.B.N. Bank	7½%	■ Hill Samuel §	7 %
Allied Irish Banks Ltd.	7½%	C. Hoare & Co. †	7 %
American Express Bk.	7 %	Julian S. Hodge	8½%
Amro Bank	7½%	Hongkong & Shanghai	7 %
A P Bank Ltd.	7 %	Industrial Bk. of Scot.	7 %
Henry Ansbacher	7½%	Keyser Ullmann	7 %
Banco de Bilbao	7½%	Knowsley & Co. Ltd.	9 %
Bank of Credit & Cmce.	7½%	Lloyds Bank	7 %
Bank of Cyprus	7½%	London & European	8½%
Bank of N.S.W.	7½%	London Mercantile	7 %
Banque Belge Ltd.	7½%	Midland Bank	6½%
Banque du Rhone	8 %	■ Samuel Montagu	6½%
Barclays Bank	7½%	■ Morgan Grenfell	7 %
Barnett Christie Ltd.	8½%	National Westminster	7½%
Bremar Holdings Ltd.	8½%	Norwich General Trust	7 %
Brit. Bank of Mid. East	7 %	P. S. Refson & Co.	7 %
■ Brown Shipley	7 %	Rossminster Accept'cs	7½%
Canada Permanent AFI	7½%	Royal Bk. Canada Trust	7½%
Capitol C & C Fin. Ltd.	9 %	Schlesinger Limited	7½%
Cayzer Ltd.	7½%	E. S. Schwab	9 %
Cedar Holdings	8 %	Security Trust Co. Ltd.	8½%
■ Charterhouse Japhet	7 %	Shenley Trust	9½%
C. E. Coates	8½%	Standard Chartered	7½%
Consolidated Credits	7½%	Trade Dev. Bank	7½%
Co-operative Bank *	7 %	Trustee Savings Bank	7 %
Corinthian Securities	7½%	Twentieth Century Bk.	8½%
Credit Lyonnais	7 %	United Bank of Kuwait	8½%
Duncan Lawrie ¶	7½%	Whiteaway Laidlaw	7½%
Eagil Trust	7½%	Williams & Glyn's	7½%
English Transcont.	8 %	Yorkshire Bank	7½%
First London Secs.	7½%		
First Nat. Fin. Corpn.	9 %		
First Nat. Secs. Ltd.	9 %		
■ Antony Gibbs	7 %		
Goode Durrant Trust	7½%		
Greyhound Guaranty	7½%		
Grindlays Bank ‡	7½%		
■ Guinness Mahon	7 %		
■ Hambros Bank	7 %		

■ Members of the Accepting Houses Committee.
* 7-day deposits 4%, 1-month deposits 4½%.
† 7-day deposits on sums of £10,000 and under 4%, up to £25,000 4½% and over £25,000 5%.
‡ Call deposits over £1,000 4%.
§ Demand deposits 4½%.
¶ Rate also applies to Sterling Ind. Secs.

[illegible]

OPTIONS TRADED

DEALING DATES

First Dealings	Last Dealings	Last Declaration	For Settlement
Nov. 22	Dec. 5	Feb. 23	Mar. 7
Dec. 6	Dec. 19	Mar. 9	Mar. 21
Dec. 20	Jan. 10	Mar. 30	Apr. 11

For rate indications see end of Share Information Service

Call options were traded in Reed International, Wm. Press, Talbex, Thomson Organisation, EMI, Grand Metropolitan, HAT Group, English Property, Manganese Bronze, Trident TV A, Town and City, Britannia Arrow, H. Wigfall, British Land, Oxley Printing, Tricentrol, Adda International, BSR and Plessey. Cape Industries were dealt in for the put, while double options were arranged in Renwick Group, Thomson Organisation, Premier Consolidated, British Land, Oxley Printing, Town and City and Adda International.

RECENT ISSUES

EQUITIES

Issue Price p	Amount Paid up	Latest Renunc. Date	1977 High	1977 Low	Stock	Closing Price p	+ or −	Div. Amount	Times Covered	Gross Yield	P/E Ratio
[illegible]	F.P.	—	460	452	ERGO (R0.50)	455	+15	F26	—	5.7	—
104	F.P.	20/1	122	100	Farmer (S.W.)	122	+5½	b7.58	2.3	9.4	6.9
153	F.P.	6/1	67	57	Holden (A)	67	+1	b3.3	3.6	7.5	5.6
58	25p	27/1	29	26	I.M.I. 25p pd	29	+2	g5.25	2.7	8.9	6.0

FIXED INTEREST STOCKS

Issue Price	Amount Paid up	Latest Renunc. Date	1977 High	1977 Low	Stock	Closing Price	+ or −
£100	F.P.	—	100¼	99½	Agric. Mort. Variable 1982	99⅞	—
£98½	£50	3/2	54¼	49½	Bath 11½% 1985	54	−¼
£100	£50	25/1	52	47¼	Cardiff 11% 1986	51⅝	−¼
£100	F.P.	27/1	90	90	Kental & Sheerwood 10% Uns. Ln. 1981	90	—
£99	£60	3/3	61	57½	Grampian Reg. 10½% 1986	61	—
£100	F.P.	—	99	98½	Hounslow Variable 1982	98½	—
$100	F.P.	—	98¼	$97¼	Inco 9½% Notes 1984	$97⅝	—
$100	F.P.	—	98½	$97½	Do. 9% Deb. 1992	$98	—
£100	£10	24/3	15½	11¼	Kensington & Chelsea 11½% 86-87	15¼	−¼
£100	F.P.	—	100¼	99⅞	Do. Do. Variable '82	100⅛	—
£100	—	—	100	99½	Leeds Variable 1982	100	—
£100	F.P.	—	100	100¼	Leicester Variable 1982	100	—
††£99	£10	3/5	12½	11½	Mid Kent Water 7% 1982	12½	—
$99½	F.P.	—	$98¾	$97	Norsk Hydro 8½% Notes 1982	$97	—
£98½	£20	3/2	54	49¼	St. Helens 11½% Red. 1985	54¾	−¼
—	F.P.	—	$97½	[illegible]	Shell Intl. Fin. N.V. 8½% Guar. Notes 1985	$96	—
—	F.P.	27/1	101½	99½	Stag Furniture 10% Cum. Pref.	101½	+½
—	F.P.	6/1	107p	105p	York Trailer 10% Pref.	105½p	−½

"RIGHTS" OFFERS

Issue Price p	Amount paid up	Latest Renunc. Date *	Latest Renunc. Date †	1977 High	1977 Low	Stock	Closing Price p	+ or −
225	F.P.	2/11	14/12	245	225	Aurora	240	—
114	F.P.	—	—	13[illegible]	125	Allied Irish Banks	146	—
84	F.P.	2/12	13/1	128	100	Barratt Developments	128	+5
28	F.P.	16/12	27/1	37	32½	Bridport Gundry	37	+1
50	F.P.	6/1	10/3	72	66	Cableform	69	—
32	nil	23/1	27/2	17pm	9pm	Christy Bros.	17pm	+5
180	nil	—	—	52½pm	44pm	Comm. Bank of Australia	44pm	−8½
130	F.P.	9/12	5/1	150	142	Commercial Union	148	—
Dm160	nil	—	—	180	160	Commerzbank	160	−20
155	F.P.	25/11	13/1	185	150½	Cons. Gold Fields	183	+7
200	F.P.	29/11	13/12	[illegible]	225	Coral Leisure	205	—
520	F.P.	29/11	13/1	575	520	De La Rue	575	+5
Dm289	nil	—	—	Dm220	Dm200	Deutsche Bank	Dm210	—
50	F.P.	2/12	6/1	72	57	East Midland Allied Press A	72	—
195	nil	13/1	10/2	25pm	10pm	Elbar Industrial	25pm	—
12½	nil	—	—	1½pm	1pm	Johnson & Barnes	1½pm	—
55	F.P.	29/12	27/1	65	56	Johnson Firth Brown	65	—
62	F.P.	6/1	10/2	78½	71	Kenning Motor	78½	+1
210	F.P.	25/11	6/1	[illegible]	[illegible]	Kwik Save Discount	258	—
$A1.75	nil	17/2	3/3	65pm	50pm	National Bk. of Australasia	50pm	−2
17½	F.P.	23/12	18/1	33½	28	Paterson W. L.	32	—
32	nil	—	—	6½pm	5½pm	R.O.F.	5¼pm	—
70	F.P.	16/12	27/1	90	84	Record Ridgway	86	—
10	nil	—	—	5pm	1pm	Sturla (Hldgs.)	2½pm	—
145	F.P.	5/11	8/12	161	145	Utd. Biscuits	169	—
165	F.P.	12/12	18/1	295	[illegible]	Utd. Scientific	292	—
30	F.P.	3/1	27/1	42	36	Williams (J. Cardiff)	42	+1

Renunciation date usually last day for dealing free of stamp duty. b Figures based on prospectus estimate. g Assumed dividend and yield. u Forecast dividend; cover based on previous year's earnings. F Dividend and yield based on prospectus or other official estimates for 1979. Q Gross. T Figures assumed. ‡ Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. § Placing price to public. pt Pence unless otherwise indicated. ¶ Issued by tender. || Offered to holders of Ordinary shares as a "rights." ** Rights by way of capitalisation. †† Minimum tender price. §§ Reintroduced. ¶¶ Issued in connection with reorganisation merger or take-over. ||| Introduction. □ Issued to former Preference holders. ■ Allotment letters (or fully paid). ● Provisional or partly-paid allotment letters. ★ With warrants.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

	EQUITY GROUPS and SUB-SECTIONS Figures in parentheses show number of stocks per section.	Fri., Jan. 6, 1978 Index No.	Day's Change %	Est. Earnings Yield % (Max.) Corp. Tax 52%	Gross Div. Yield % (ACT at 34%)	Est. P/E Ratio (Net) Corp. Tax 52%	Thurs. Jan. 5 Index No.	Wed. Jan. 4 Index No.	Tues. Jan. 3 Index No.	Fri. Dec. 30 Index No.	Year ago (approx.) Index No.	1977-78 High	1977-78 Low	Since Compilation High	Since Compilation Low
1	CAPITAL GOODS (170) ●	214.04	+0.6	16.56	5.46	8.54	212.72	210.50	209.32	208.95	136.00	228.03 (14/9/77)	135.13 (4/1/77)	228.03 (14/9/77)	50.71 (13/12/74)
2	Building Materials (27) ●	197.86	+1.3	15.57	5.33	9.18	195.39	194.17	192.93	191.90	113.37	214.72 (24/10/77)	112.11 (5/1/77)	233.84 (2/5/72)	44.27 (11/12/74)
3	Contracting, Construction (28)	350.75	+0.8	16.53	3.61	8.80	348.05	344.37	342.24	340.20	179.73	379.99 (24/10/77)	167.99 (4/1/77)	389.33 (19/5/72)	71.48 (2/12/74)
4	Electricals (15)	464.54	—	14.37	3.80	10.01	464.37	461.63	458.80	450.21	266.34	483.69 (21/10/77)	265.35 (11/1/77)	483.69 (21/10/77)	84.71 (25/6/62)
5	Engineering Contractors (13) ●	307.85	+1.2	19.03	6.07	7.20	304.10	300.43	297.57	297.75	171.17	332.22 (13/9/77)	168.98 (4/1/77)	332.22 (13/9/77)	64.39 (2/1/75)
6	Mechanical Engineering (72) ●	166.11	+0.7	17.53	6.20	8.16	164.93	162.23	161.12	160.92	126.54	187.45 (14/9/77)	125.42 (12/1/77)	187.45 (14/9/77)	45.43 (6/1/75)
8	Metals and Metal Forming (17) ●	162.47	+0.4	19.43	8.69	6.81	161.90	159.93	160.11	160.70	116.49	177.02 (14/9/77)	113.25 (4/1/77)	177.41 (27/4/72)	49.65 (6/1/75)
	CONSUMER GOODS														
11	(DURABLE) (53) ●	196.67	+0.7	16.95	4.70	8.61	195.25	193.64	192.54	193.59	118.49	213.75 (21/10/77)	117.21 (12/1/77)	227.78 (21/4/72)	38.39 (6/1/75)
12	Lt. Electronics, Radio TV (15)	235.96	+0.4	14.93	3.48	9.67	235.12	232.51	231.23	232.31	131.04	261.72 (21/10/77)	129.69 (12/1/77)	261.72 (21/10/77)	42.85 (13/12/74)
13	Household Goods (12)	184.32	+0.3	16.91	6.37	8.08	183.82	183.80	182.71	182.64	127.41	199.07 (27/10/77)	122.51 (4/1/77)	263.22 (4/5/72)	63.92 (17/12/74)
14	Motors and Distributors (26) ●	119.61	+1.4	20.17	6.22	7.43	117.92	117.27	116.54	117.50	78.36	130.95 (15/9/77)	77.27 (12/1/77)	170.59 (15/1/69)	19.91 (6/1/75)
	CONSUMER GOODS														
21	(NON-DURABLE) (176) ●	207.25	+0.8	14.90	5.50	9.71	205.66	204.74	203.98	203.79	138.40	213.83 (21/10/77)	136.79 (12/1/77)	226.00 (16/8/72)	61.41 (13/12/74)
22	Breweries (14)	231.12	+1.4	13.89	5.69	10.82	228.02	228.54	229.54	230.32	151.54	236.74 (8/12/77)	143.23 (14/2/77)	281.87 (28/11/72)	69.47 (13/12/74)
23	Wines and Spirits (6)	249.65	+0.1	16.18	5.53	9.37	249.50	248.44	249.88	253.18	159.98	256.45 (29/12/77)	156.15 (14/2/77)	257.40 (13/7/72)	78.88 (13/12/74)
24	Entertainment, Catering (18)	269.17	+0.5	13.34	6.36	11.44	267.80	267.13	263.00	261.34	175.38	272.82 (21/10/77)	172.97 (14/2/77)	329.99 (12/12/72)	54.83 (9/1/75)
25	Food Manufacturing (22)	203.38	+0.5	19.62	5.22	7.33	202.30	200.43	200.18	201.00	152.71	214.63 (21/10/77)	150.84 (4/1/77)	214.63 (21/10/77)	59.67 (11/12/74)
26	Food Retailing (16)	223.22	+1.7	12.14	4.04	11.99	219.57	216.52	214.69	215.24	133.81	244.41 (27/10/77)	131.15 (12/1/77)	244.41 (27/10/77)	54.25 (11/12/74)
32	Newspapers, Publishing (13)	360.82	+0.5	9.05	3.45	16.60	359.06	357.63	346.89	346.50	204.25	360.82 (6/1/78)	201.08 (12/1/77)	360.82 (6/1/78)	55.08 (6/1/75)
33	Packaging and Paper (15) ●	135.99	+1.9	19.40	8.58	7.43	133.49	131.95	129.45	129.97	92.16	144.21 (14/9/77)	90.24 (5/1/77)	144.21 (14/9/77)	43.46 (6/1/75)
34	Stores (37)	197.95	+0.5	9.74	4.00	16.18	197.04	196.60	195.12	193.92	111.48	204.02 (27/10/77)	109.35 (12/1/77)	204.39 (16/8/72)	52.63 (6/1/75)
35	Textiles (25)	175.17	+1.1	19.84	7.55	6.39	173.25	171.69	173.45	171.06	125.40	181.41 (15/9/77)	122.71 (5/1/77)	235.72 (17/1/67)	62.66 (11/12/74)
36	Tobaccos (3)	226.11	+0.7	21.37	7.96	6.24	224.53	224.56	226.56	226.95	208.30	243.86 (7/9/77)	191.41 (14/2/77)	339.16 (2/8/72)	94.34 (13/6/62)
37	Toys and Games (6)	100.74	+0.9	20.49	5.90	6.52	99.80	100.45	100.29	100.79	77.78	119.68 (27/10/77)	76.14 (4/1/77)	135.72 (16/1/70)	20.92 (6/1/75)
41	OTHER GROUPS (98) ●	196.66	+0.2	15.84	5.49	8.60	196.24	194.19	195.24	193.78	149.55	213.70 (14/9/77)	144.93 (12/1/77)	213.70 (14/9/77)	58.63 (6/1/75)
42	Chemicals (21) ●	262.25	+0.1	18.81	6.38	7.50	261.90	259.36	260.48	261.77	207.04	295.10 (14/9/77)	204.26 (12/1/77)	295.10 (14/9/77)	71.20 (1/12/74)
43	Pharmaceutical Products (7)	262.96	+0.2	10.49	3.70	12.23	262.35	259.87	259.93	261.77	0.00	262.96 (6/1/78)	259.87 (4/1/78)	262.96 (6/1/78)	259.87 (4/1/78)
44	Office Equipment (6)	132.72	−0.3	17.15	4.32	7.78	133.13	129.20	124.64	123.54	80.39	141.25 (15/9/77)	77.65 (4/1/77)	246.06 (1/9/72)	45.34 (2/1/75)
45	Shipping (10)	483.01	—	20.39	6.06	5.81	482.88	477.97	474.36	469.77	411.91	539.68 (18/5/77)	405.40 (14/1/77)	539.68 (18/5/77)	90.80 (29/6/62)
46	Miscellaneous (54)	209.16	+0.5	14.93	5.88	9.51	208.23	206.62	204.29	204.88	143.09	218.02 (21/10/77)	140.61 (12/1/77)	258.83 (2/5/72)	60.39 (6/1/75)
49	INDUSTRIAL GROUP (496)	212.52	+0.6	15.67	5.43	9.04	211.26	209.65	208.67	208.74	143.61	222.12 (21/10/77)	142.08 (12/1/77)	222.12 (21/10/77)	59.01 (13/12/74)
51	Oils (4)	472.64	−1.4	14.73	4.14	8.25	479.54	470.42	471.73	477.74	440.81	543.20 (15/9/77)	422.03 (12/1/77)	543.20 (15/9/77)	87.23 (29/5/62)
59	500 SHARE INDEX	234.32	+0.3	15.53	5.24	8.92	233.65	231.46	230.64	231.14	167.27	248.32 (14/9/77)	[illegible] (12/1/77)	248.32 (14/9/77)	63.49 (13/12/74)
61	FINANCIAL GROUP (100)	178.96	+0.6	—	4.89	—	177.85	174.39	172.30	172.39	121.99	184.48 (6/10/77)	119.90 (4/1/77)	241.41 (11/4/72)	55.88 (13/12/74)
62	Banks (6)	203.04	−0.5	24.27	5.02	6.29	204.03	197.89	196.61	196.04	151.19	204.03 (5/1/78)	136.36 (14/2/77)	288.32 (20/7/72)	62.44 (12/12/74)
63	Discount Houses (10)	226.11	—	—	7.30	—	226.11	228.33	224.73	224.69	163.88	249.10 (3/10/77)	147.94 (14/2/77)	293.13 (2/5/72)	81.40 (10/12/74)
64	Hire Purchase (5)	169.34	+1.0	11.00	4.61	13.46	167.65	166.74	162.89	166.06	85.45	199.47 (7/10/77)	84.52 (4/1/77)	433.74 (4/5/72)	38.83 (11/12/74)
65	Insurance (Life) (10)	151.39	+2.2	—	5.47	—	148.19	145.04	139.29	140.24	104.67	159.05 (21/10/77)	100.97 (27/7/77)	194.46 (15/3/72)	44.88 (2/1/75)
66	Insurance (Composite) (7)	143.46	+0.7	—	5.61	—	142.42	139.75	137.55	137.57	97.14	161.72 (6/10/77)	95.14 (5/1/77)	161.72 (6/10/77)	43.96 (13/12/74)
67	Insurance Brokers (10)	334.82	+0.6	12.69	4.07	11.55	332.84	324.37	331.14	334.88	236.03	371.53 (15/9/77)	225.75 (12/1/77)	371.53 (15/9/77)	65.86 (16/12/74)
68	Merchant Banks (14)	85.22	+1.8	—	5.49	—	83.67	82.75	82.54	82.37	61.62	97.82 (7/10/77)	59.49 (4/1/77)	278.57 (1/5/72)	31.21 (7/1/75)
69	Property (31)	253.62	+0.9	2.71	2.69	69.09	251.34	249.20	244.83	244.71	145.65	253.62 (6/1/78)	142.69 (4/1/77)	357.40 (9/11/73)	56.01 (20/4/65)
70	Miscellaneous (7)	110.82	+0.8	21.57	7.11	6.46	109.93	108.91	109.01	108.64	75.70	113.18 (3/10/77)	71.84 (17/1/77)	303.18 (18/5/72)	33.29 (17/12/74)
71	Investment Trusts (50)	200.40	−0.4	3.10	4.54	32.27	201.13	203.05	206.38	207.85	158.39	209.22 (7/10/77)	155.19 (17/1/77)	245.79 (25/4/72)	71.63 (13/12/74)
81	Mining Finance (4)	92.09	+2.8	16.93	6.36	6.87	89.59	91.56	90.85	88.57	87.30	105.96 (20/9/77)	83.60 (15/2/77)	175.90 (28/4/69)	66.31 (30/9/74)
91	Overseas Traders (19)	286.89	−0.3	15.89	6.69	8.24	285.67	282.61	281.81	280.97	218.30	297.01 (15/9/77)	214.80 (5/1/77)	297.01 (15/9/77)	97.37 (6/1/75)
99	ALL-SHARE INDEX (673)	217.99	+0.4	—	5.20	—	217.22	215.10	214.20	214.53	156.15	226.99 (21/10/77)	153.70 (12/1/77)	228.18 (1/5/72)	61.92 (13/12/74)

FIXED INTEREST PRICE INDICES

	British Government	Fri. Jan. 6	Day's change %	xd adj. To-day	xd adj. 1977 to date
1	Under 5 years	109.69	−0.05	—	0.00
2	5-15 years	125.07	−0.22	—	0.00
3	Over 15 years	133.54	−0.29	—	0.00
4	Irredeemables	147.62	−0.37	—	0.00
5	All stocks	121.88	−0.18	—	0.00

	FIXED INTEREST YIELDS Br. Govt. Av. Gross Red.		Fri. Jan. 6	Thurs. Jan. 5	Year ago (approx.)	1977-78 Highs	1977-78 Lows
1	Low Coupons	5 years	7.18	7.13	9.96	10.48 (4/1/77)	5.81 (6/10/77)
2		15 years	9.25	9.21	12.16	12.36 (4/1/77)	8.76 (30/9/77)
3		25 years	9.87	9.84	13.36	13.36 (7/1/77)	9.63 (30/9/77)
4	Medium Coupons	5 years	9.43	9.38	12.92	13.32 (4/1/77)	8.73 (26/9/77)
5		15 years	10.31	10.27	13.50	13.89 (4/1/77)	9.70 (30/9/77)
6		25 years	10.47	10.43	13.95	14.27 (4/1/77)	9.91 (30/9/77)
7	High Coupons	5 years	9.93	9.81	13.88	14.27 (4/1/77)	8.93 (6/10/77)
8		15 years	11.29	11.23	14.64	14.99 (4/1/77)	10.78 (30/9/77)
9		25 years	11.37	11.34	14.73	15.08 (4/1/77)	10.86 (30/9/77)
10	Irredeemables		11.20	11.16	15.03	16.23 (27/10/76)	10.86 (30/9/77)

	Fri. Jan. 6 Index No.	Fri. Jan. 6 Yield %	Thur. Jan. 5	Wed. Jan. 4	Tues. Jan. 3	Fri. Dec. 30	Thur. Dec. 29	Wed. Dec. 21	Fri. Dec. 25	Year ago appro.	1977/78 Highs	1977/78 Lows	Since Compilation Highs	Since Compilation Lows
15 20-yr. Red. Deb. & Loans (15)	63.61	†11.72	63.58	62.89	62.60	62.48	62.48	62.37	62.11	47.52	63.66 (6/1)	46.97 (4/1)	113.43 (25/10/66)	37.01 (3/1/75)
16 Investment Trust Prefs. (15)	57.52	12.15	57.56	56.08	55.73	55.72	56.23	56.23	56.25	48.78	57.52 (6/1)	44.78 (4/1)	114.41 (13/9/65)	34.48 (8/12/74)
17 Coml. and Indl. Prefs. (20)	77.71	11.66	77.59	77.28	76.95	76.72	76.83	76.71	75.72	64.06	79.55 (3/10)	68.76 (4/1)	114.96 (7/10/63)	47.67 (6/1/75)

Section or Group	Base Date	Base Value
Pharmaceutical Products	30/12/77	261.77
Other Groups	31/12/74	63.75
Overseas Traders	31/12/74	100.00
Engineering Contractors	31/12/71	153.84
Mechanical Engineering	31/12/71	153.84
Wines and Spirits	16/1/70	144.76
Toys and Games	16/1/70	135.72
Office Equipment	16/1/70	128.20
Industrial Group	31/12/70	128.20

Section or Group	Base Date	Base Value
Miscellaneous Financial	31/12/70	128.06
Food Manufacturing	29/12/67	114.13
Food Retailing	29/12/67	114.13
Insurance Brokers	29/12/67	96.67
Mining Finance	29/12/67	100.00
All Other	10/4/62	100.00

† Redemption yield. A list of the constituents is available from the Publishers, The Financial Times, Bracken House, Cannon Street, London, EC4, price 15p, by post 22p. A fortnightly record of group and subsection indices, dividend yields and earnings figures since 1962, with quarterly highs and lows of the indices, is obtainable from FT Business Enterprises, 10 Bolt Court, London, EC4, at £80 per copy. ● December 30 corrections to those published in January 4 issue.

CONSTITUENT CHANGE: Morgan Grampian (Newspapers, Publishing) has been replaced by Gibbons (S.) (Entertainment and Catering).

AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

INSURANCE, PROPERTY, BONDS

NOTES

Prices do not include $ premium, except where indicated ◊, and are in pence unless otherwise indicated. Yields % (shown in last column) allow for all buying expenses. Offered prices include all expenses. b Today's e Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of U.K. taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ¶ Net of tax on realised capital gains unless indicated by ♁. § Guernsey gross. ♂ Suspended. ◆ Yield before Jersey tax. † Ex-subdivision.

FT SHARE INFORMATION SERVICE

**BRITISH FUNDS

"Shorts" (Lives up to Five Years)

1977-78 High	Low	Stock	£	+ or —	Yield Int.	Red.
101¹³⁄₁₆	95⅝	Treasury 8pc 1978‡‡	100⁵⁄₁₆	+⅛	8.95	5.84
104	97¾	Treasury 10½pc '78‡‡	102¹¹⁄₁₆xd	—⅛	10.23	5.18
100½	90¹³⁄₁₆	Exch. 5pc '76-78‡‡	99¾	......	5.03	5.88
107	95½	Treasury 11½pc '79‡‡	105⅛	+⅛	10.95	6.90
97¾	84⁵⁄₁₆	Treasury 3pc '79‡‡	96	—⅛	3.13	5.51
92¾	85⅞	Electric 4¼pc '74-79	97	—⅛	4.38	6.11
106⅝	92	Treasury 10½pc '79‡‡	104½	—⅛	10.05	7.77
97⅝	84⅞	Electric 3½pc '76-79	96¼	......	3.64	5.66
107	87¾	Treasury 9pc 1980‡‡	102⅞	—⅛	8.75	7.53
105¾	88¾	Treasury 9½pc '80‡‡	102⅞	—⅛	9.25	8.22
96	82⅞	Treasury 3½pc '77-80	95	......	3.68	5.73
98¼	85	Funding 5¼pc '78-80‡‡	96¼	......	5.46	6.95
112⅛	96⅞	Exchequer 13pc 1980‡‡	109⅛	—⅛	11.87	9.13
108⅜	92⅞	Treasury 11½pc 1981‡‡	105¾xd	—¼	10.88	9.28
94¼	77⅞	Treasury 3¼pc 1979-81	91⅛	...	3.84	6.71
104	86⅜	Treasury 9¾pc 1981‡‡	101⅛	—⅛	9.64	9.32
97⅜	96⅛	Exch. 8¼pc 1981	96⅞	—⅛	8.52	9.33
103½	97½	Exch. 9¾pc 1981	100⅛xd	—⅛	9.46	9.37
92⅛	87¾	Exch. 3pc 1981	87¾	.....	3.42	6.89
98¼	96⅛	Treas. Variable '81‡‡	96¼	+⅛	7.06	7.93
113⅛	95¼	Exch. 12¾pc 1981‡‡	110½	—⅛	11.54	9.44
100⅝	82⅞	Treas. 8¼pc '80-82‡‡	98⅞xd	—¼	8.60	8.84
93⅛	71⅝	Treasury 3pc '82‡‡	86	—⅛	3.49	6.98
119⅞	101⅝	Treasury 14pc '82‡‡	115⅛	—⅛	12.16	9.52
98½	95¾	Treas. Variable '82‡‡	95¾	......	7.10	7.95
96⅝	93⅝	Treasury 8¼pc '82	95¹⁵⁄₁₆xd	—⅛	8.60	9.39
102⅛	93⅝	Exch. 9¼pc 1982	99¹³⁄₁₆	—⅛	9.27	9.29

Five to Fifteen Years

1977-78 High	Low	Stock	£	+ or —	Yield Int.	Red.
87⅝	81¼	Exch. 3pc '83	83⅛	—⅛	3.63	7.07
114¼	95½	Treasury 12pc 1983‡‡	114	—⅛	10.88	9.45
101⅛	96½	Treasury 9¼pc '83	98¾xd	—¼	9.35	9.50
95½	72⅝	Funding 5½pc '82-84‡‡	88⅞xd	—⅛	6.18	7.84
100¾	77⅜	Treasury 8¼pc '84-86‡‡	96¼xd	—½	8.84	9.17
87⅛	66¾	Funding 6½pc '85-87‡‡	86⅞	—⅛	7.59	8.75
94	68½	Treasury 7¾pc '85-88‡‡	88⅞xd	—⅛	8.69	9.44
74⅞	49⅛	Transport 3pc '78-88	67¾xd	—⅛	4.43	7.51
76¼	53⅞	Treasury 5pc '86-89	74½	—⅛	6.82	8.66
121¼	90	Treasury 13pc 1990‡‡	114⅛xd	—⅛	11.57	10.84
94¼	67⅛	Treasury 8¼pc '87-90‡‡	88⅝	—⅛	9.37	9.94
112	88¾	Treasury 11¾pc 1991	105⅜xd	—⅛	11.15	10.96
76½	53¾	Funding 5¾pc '87-91‡‡	74½	—⅛	7.88	9.35
118	86¼	Treasury 12¾pc '92‡‡	111⅛xd	—¼	11.43	11.11
96⅛	89¾	Treasury 10pc 1992	95¼	—⅛	10.66	10.87
113	89½	Exch. 12¼pc '92	112⅛	—⅛	11.39	11.18

Over Fifteen Years

1977-78 High	Low	Stock	£	+ or —	Yield Int.	Red.
116¼	84½	Treasury 12½pc '93‡‡	109⅝xd	—⅛	11.39	11.17
75¾	51⅝	Funding 6pc 1993‡‡	71¾	—⅛	8.59	9.80
126½	96	Treasury 13¾pc 1993‡‡	119⅛	—⅛	11.72	11.36
129¾	99	Treasury 14½pc '94‡‡	127¾	—⅛	11.83	11.40
114⅛	94⅝	Exch. 12½pc 1994	113	—⅛	11.48	11.31
96	66½	Treasury 9pc '94‡‡	89⅛	—¼	10.25	10.56
110¼	97⅞	Treasury 12pc '95	105⅝xd	—⅛	11.31	11.19
51⅞	32⅝	Gas 3pc '90-95	51½	—⅛	5.89	8.43
120⅛	87	Treasury 12¾pc '95‡‡	113	—⅛	11.48	11.29
92½	66¾	Treasury 9pc '92-96‡‡	89¾	—¼	10.36	10.64
133¾	101⅛	Treasury 15¼pc '96‡‡	130⅜	—⅛	11.95	11.58
124	89¾	Exchequer 13¼pc '96‡‡	116½	—⅛	11.57	11.35
50	31¾	Redemption 3pc 1986-96	49⅝	—⅛	6.15	8.52
122½	87⅛	Treasury 13¼pc '97‡‡	114⅛xd	—⅛	11.56	11.36
98⅞	90⅝	Exchequer 10½pc 1997	97¼	—⅛	10.97	11.04
89⅝	64⅞	Treasury 8¾pc 1997‡‡	87½	—¼	10.37	10.66
72⅛	50¾	Treasury 6¾pc '95-98‡‡	71½	—⅛	9.61	10.27
136½	103⅝	Treas. 15½pc '98‡‡	134¼	—⅛	11.93	11.63
97	65⅞	Treasury 9½pc 1999‡‡	89¾xd	—¼	10.57	10.72
16¼	14¹⁵⁄₁₆	Treas. 10½pc '99 (£15pd)	15½	—⅛	11.00	11.06
44⅜	27⅝	Funding 3½pc '99-04	42⅛xd	—⅛	6.30	9.52
82¼	57½	Treasury 8pc '02-06‡‡	80⅛	—⅛	10.25	10.41
59	40½	Treasury 5½pc '08-12‡‡	57⅝	—⅛	9.66	10.12
80¾	53¾	Treasury 7¾pc '12-15‡‡	75⅝xd	—⅛	10.20	10.28

Undated

1977-78 High	Low	Stock	£	+ or —	Yield Int.	Red.
38⅞	26⅝	Consols 4pc	36¼xd	—⅛	10.81	—
38½	25⅝	War Loan 3½pc‡‡	36¼	—⅛	9.62	—
39¼	26¾	Conv. 3½pc '61 Aft.	38⅜	—⅛	9.23	—
29⅝	20½	Treasury 3pc '66 Aft.	28¼	—⅛	10.92	—
24⅛	17¼	Consols 2½pc	23⅜xd	—⅛	10.54	—
24	17⅛	Treasury 2½pc	23⅝	—⅛	10.90	—

**INTERNATIONAL BANK

1977-78 High	Low	Stock	£	+ or —	Yield Int.	Red.
89¼	75½	5pc Stock '77-82	87½	......	5.71	8.31

**CORPORATION LOANS

1977-78 High	Low	Stock	£	+ or —	Yield Int.	Red.
100	82	Birm'ham 9¾pc '79-81	98¾	......	9.37	9.65
93½	81½	Bristol 7¾pc '79-81	93½	+½	8.28	9.81
107	93	G.L.C. 12¼pc '82	106¼	—¼	11.71	10.53
111½	95¼	Do. 12½pc 1983	111½	+¼	11.74	10.90
102½	85½	Glasgow 9¼ '80-82	97	+¼	9.55	10.04
94	76¼	Herts. 5½pc '78-80	92¾xd	......	5.66	8.69
99	90½	Liverpool 5¾pc '76-78	99	......	5.80	7.11
102½	79½	Do. 9¼pc '80-84	101½xd	......	9.73	9.67
29½	22¼	Do. 3½pc Irred.	29½xd	......	12.05	—
100	69	Lon. Corp. 6½pc '75-78	100	......	6.50	6.47
99¼	75	Do. 9½pc '84-85	99½	......	9.53	9.78
96½	85½	L.C.C. 6pc '76-79	96	......	6.25	8.65
92	70½	Do. 5½pc '77-81	92	+¼	5.99	8.00
85½	60½	Do. 5½pc '82-84	84¼xd	—¼	6.51	8.68
79	52½	Do. 5½pc '85-87	74¾xd	—¼	7.39	9.70
79	51¼	Do. 6¾pc '88-90	78xd	......	8.63	9.81
27¼	20	Do. 3pc '20 Aft.	26¼xd	—¼	11.72	—
93½	76¾	Middx. 5¼pc 1980	93	......	5.64	8.80
100	84¾	Newcastle 9¼pc '78-80	99¼	......	9.32	9.56
107¼	90¾	Warwick 12½% 1980	106¼xd	......	11.71	9.70

COMMONWEALTH & AFRICAN LOANS

1977-78 High	Low	Stock	£	+ or —	Yield Int.	Red.
100¼	88¼	**Aust. 5½pc '75-78	100¼	+⅛	5.56	7.11
96	79¼	**Do. 5½pc '77-80	94xd	......	5.85	8.86
88	69¾	**Do. 5½pc '81-82	88	......	6.35	9.41
98¼	86½	**N.Z. 4pc 1976-78	97¼xd	......	4.12	7.39
96	81½	**Do. 6pc '76-80	96	......	6.40	9.18
89	66	**Do. 7½pc '83-86	87xd	—¼	8.66	9.87
93½	85	Sth. Africa 9½pc '79-81	93½	+½	10.33	12.21
65	31	Sth. Rhod. 2½pc '65-70	63	......	—	—
85	47	Do. 6pc '78-81	85	+5	—	—

LOANS

Public Board and Ind.

1977-78 High	Low	Stock	£	+ or —	Yield Int.	Red.
66	44	Agric. Mt. 5pc '59-89	64½xd	......	7.76	10.36
95	65½	Alcan 10½pc '89-94	89½xd	......	11.73	12.00
32¾	22	**Met. Wtr. 3pc 'B'	32¾	+¼	9.45	11.12
116	101	U.S.M.C. 9pc 1982	111	......	8.20	6.50
96	77	Do. without Warrants	94½	......	9.65	10.90
99	84	Ultramar 7pc '73-78	99	......	7.20	10.20

Financial

1977-78 High	Low	Stock	£	+ or —	Yield Int.	Red.
107	94	**FFI 13pc '81	106xd	......	12.27	10.66
111½	98	Do. 14pc '79	109	+½	13.27	10.90
116	100¼	Do. 14pc '83	110¼xd	......	12.71	11.58
85¼	63	ICFC 5½pc Deb '80-82	84½	—½	6.66	10.27
81½	67¼	Do. 6¼pc Db. '81-84	81	+½	7.82	10.44
97¼	95	Do. 10½pc Uns. Ln. '86	96½xd	......	10.88	11.20
99¼	95	Do. 11pc Uns. Ln. '88	98½xd	......	11.17	11.25
100¼	96	Do. 11¾pc Uns. Ln. '90	99¾xd	......	11.78	11.80
73	51½	Do. 7¼pc A Deb '89-92	71½xd	+½	10.14	11.20
71½	52½	Do. 7¼pc A Db. '91-94	71½	......	10.49	11.40
84½	57	Do. 9pc 'A' '91-94	84¼	+¼	11.06	11.50
83½	59½	Do. 8¼pc Ln. '92-97	81	......	11.51	11.93

FOREIGN BONDS & RAILS

1977-78 High	Low	Stock	Price £	+ or —	Div. % Gross	Red. Yield
22¼	15	Antofagasta Rly.	19½	......	—	—
37	32	Do. 5pc Pref.	33xd	......	B—	—
98	95	Chilean Mixed	98	......	3	£3.11
355	198	German Yng. 4½pc	355	......	4½	—
60	50	Greek 7pc Ass.	50	......	3½	£7.08
59	50	Do. 6pc '28 Stab. Ass.	50	......	6	£6.15
44	38	Do. 4pc Mixed Ass.	44	......	4	£4.58
42	32	Hung. '24 Ass.	42	......	4½	6.85
77	48	Iceland 6½pc '83-88	74xd	......	—	10.30
90½	69½	Ireland 7¾pc '81-83	87xd	—¼	—	10.64
90½	65	Do. 9¾pc '91-96	90¼	—¼	—	11.45
287	228	Japan 4pc '10 Ass.	265xd	....	—	—
77½	63	Do. 6pc '83-88	77xd	......	6	9.40
165	150	Peru Ass. 3pc	160	......	3	1.89
75	75	S.G.I. 6½pc 1980	75	......	6½	8.67
$99	$94	Turin 9pc 1991	$97½	......	9	9.23
DM85	DM71	Turin 6½pc 1984	DM83½xd	......	6½	9.90
94	62	Uruguay 3½pc	94	......	3½	4.09

U.S. $ & DM prices exclude inv. $ premium

AMERICANS

1977-78 High	Low	Stock	£	+ or —	Div. Gross	Cvr	Y'ld Gr's
18⅝	13	ASA	14	+½	80c	—	3.2
62¼	58	AMF 5% Conv. '87	60½	......	5%	—	4.7
49⅞	23½	Amax $1	23⅝	—¼	$1.75	—	4.2
30⅝	22½	American Express	22½xd	—½	$1.40	—	3.5
14	921p	Amer. Medic. Int.	12	—⅛	24c	—	1.2
11¼	9⅝p	Asarco Inc.	9⅝p	—⅛	50c	—	0.0
45	30½	Baker Intl. Corp. $1	30½	—⅜	64c	—	1.2
16⅛	12¾	Barnes Grp. $6⅔	13	......	90c	—	3.9
33⅞	23¾	Bendix Corp. $5	24xd	+¼	$2.28	—	5.4
34½	13½	Beth. Steel $8	13⅞xd	......	$1.00	—	4.0
925p	620p	Brown'g Fer. c16⅔	659p	—3	40c	—	3.4
14⅛	827p	Brunswick Corpn. $	912p	+5	60c	—	3.8
77⅞	45¾	Burroughs Corp. $5	45¾xd	—1¼	$1.00	—	1.2
51⅞	31½	CBS $2.50	31½	—¾	$2.00	—	3.6
44⅝	29⅝	C.P.C. $½	29⅝	—⅛	$2.50	—	4.7
49	23⅝	Carborundum $1.50	42⅛	—1⅛	†$1.24	—	1.7
49⅝	34⅝	Caterpillar $1	34⅝	—⅛	$1.80	—	2.9
23½	18⅞	Chase M'htn $12.5	18⅞	—⅛	$2.20	—	6.6
22½	14¼	Chesebrough $1	14½	......	84c	—	3.3
10	820p	Chrysler $6¼	839p	+6	$1.00	—	6.7
29¼	14¼	Citicorp $4	14½xd	......	$1.06	—	4.1
13¼	822p	City Inv. $1.25	822pxd	—3	$1.00	—	6.9
22⅝	15⅝	Do. Cm. Pf. B $1	15⅝xd	—¼	$2	—	7.2
23½	13¼	Colgate-P. $1	13¾	—¼	$1.00	—	4.2
49⅝	30¼	Colt Inds. $1	30¾	—⅝	$2.75	—	3.3
25¾	17¼	Cont. Illinois $10	17½xd	......	$1.32	—	4.2
31⅞	18½	Cont. Oil $5	18½xd	—⅛	$1.40	—	4.3
38¼	21⅝	Crown Zell. $5	21⅝	—⅛	$1.90	—	4.9
27	19½	Cutler-Hammer $5	22¼	......	$1.40	—	3.5
37½	23½	Eaton Crp. $0.50	23½	......	$2.00	—	4.8
28½	19⅛	Esmark	19⅛xd	......	$1.84	—	5.4
45¼	30	Exxon $1	30xd	—¼	$3.00	—	5.6
20	10¼	Firestone Tire $	10¼xd	—⅛	$1.10	—	6.1
19½	12	First Chicago $5	12	......	96c	—	4.5
35	22⅞	Fluor Corp. $⅝	22⅞xd	—⅛	$1.20	—	2.9
41½	28½	Ford Motor $2	28½	—⅝	$3.20	—	6.3
29⅞	16½	GATX	16⅝	+⅛	$1.80	—	6.1

AMERICANS—Continued

S.E. List Premium 24½% (based on $US1.9100 per £)

Conversion factor 0.8039 (0.8057)

CANADIANS

S.E. List Premium 24½% (based on $2.0895 per £)

BANKS AND HIRE PURCHASE

Hire Purchase, etc.

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY, TIMBER AND ROADS

BUILDING INDUSTRY—Cont.

CHEMICALS, PLASTICS

CINEMAS, THEATRES AND TV

DRAPERY AND STORES

DRAPERY AND STORES—Cont.

ELECTRICAL AND RADIO

ENGINEERING MACHINE TOOLS

ENGINEERING—Continued

FOOD, GROCERIES, ETC.

HOTELS AND CATERERS

HOTELS—Continued

INDUSTRIALS (Miscel.)

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INDUSTRIALS—Continued

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
	49½	L.H.C. Int. 10p	72	−1	†2.23	2.6	8.2	7.2
	24	Lawtex	64	+1	2.91	4.6	6.9	4.2
	125	Lead Inds. 50p	153	......	†7.37	2.6	7.3	6.6
	58	Leadenhall Stg.	100	......	†4.09	4.0	6.2	5.9
	36	Le Bas (Ed.)	44	+2	†1.65	—	5.7	—
	30	Lebofl Fobel 10p	56	+1	†1.62	2.5	4.4	13.8
	39	Lebus Harris	56	......	g3.27	0.6	8.9	(5.6)
	33	Leigh Ints. 5p	170	−3	u3.65	2.2	3.2	21.4
	60	Leisure Car. 10p	116	+7	th4.03	b2.2	5.3	13.3
	96	Lep Group 10p	243xd	......	†3.1	8.9	1.9	6.1
	56	Lesney Prods. 5p	63	......	†d2.64	4.6	6.4	4.9
	70	Letraset 10p	106	+1	g2.83	4.3	4.1	7.3
	9	Liden 10p	15	......	—	—	—	—
	17	Lindsay & Wms.	37	+4	†1.01	2.1	4.2	17.5
	58	Lindustries	151	+1	†9.0	2.8	9.2	4.9
	24	Lon. & Nthn. Grp.	29	−½	†2.0	2.4	10.4	6.0
	17	Long Humbly. 10p	36	......	1.44	5.6	6.1	3.3
	30	Longton Trans.	62	+2	d3.46	b4.4	8.5	3.1
	39	Lonsdale Univrsl.	79	......	†4.21	2.0	8.1	9.6
	118	Low & Bonar 50p	172	+2	b10.89	2.1	9.6	6.3
	36½	M.Y. Dart. 10p	58	+3	2.14	4.5	5.6	4.3
	13	Macanie Ltd. 10p	18xd	......	1.80	1.1	15.1	(8.4)
	71	M'c'rthy Ph. 20p	98	......	3.94	4.1	6.1	4.7
	45	Macfarlane Gp.	64	......	†3.49	1.7	8.3	10.7
	155	McBride Rbt. 10p	330	......	†4.46	7.9	2.0	9.5
	11	McCleery L'A	12	−1	†1.25	—	‡	—
	36½	Macpherson (D.)	58	+½	†2.40	4.1	6.3	6.0
	17	Md'me Tus'ds 5p.	61	+½	b†1.09	3.5	2.7	16.2
	46	Magnolia Group	74	......	†d2.45	5.9	5.0	5.1
	50	Mngmt. Ag. M. 10p	74xd	+1	5.61	♦	11.5	♦
	166	Man. Ship Can. £1	200	......	14.14	2.3	10.7	6.1
	9¼	Marling Ind. 10p.	20	......	db0.92	2.2	7.0	10.1
	25	Marshall L'y's. 'A'	34	......	†2.26	3.3	10.1	4.5
	89	Marshall's Univ.	142	+2	†6.3	4.0	6.7	4.1
	52	Martin-Black	57	......	4.47	0.7	11.9	18.1
	£91	Mathesons 7¾pc.	£91	......	Q7¾%	2.3	f8.5	—
	60	Maynards 25p	122	......	4.86	3.74	6.0	6.7
	11	Medminster 10p.	21	......	1.82	1.3	13.1	11.1
	9	Mentmore 5p	12½	......	0.93	0.7	11.3	18.5
	246	Metal Box £1	316	+4	†13.51	3.2	6.5	7.0
	64	Metal Closures	85	......	†3.83	2.9	6.8	7.4
	28	Mettoy	44	......	g2.12	4.0	7.0	5.9
	95	Miln. Mrstrs. 50p.	162	......	†5.16	4.0	4.8	7.7
	34	Mit. Cotts. Tr'sp't.	52	......	3.36	2.3	9.8	6.8
	£120	M'santo 5pc 82-8	£122	......	Q5%	76.7	f4.2	—
	3	Monument 10p	8	+½	—	—	—	13.7
	86	Morgan Crucible	127	+4	†4.79	2.9	5.7	9.0
	24	Morrall (Abel)	37	......	†2.2	2.7	9.0	6.3
	27	Moss (Robt.) 10p	36	+3	g2.06	2.7	8.7	5.8
	8½	Movitex 10p	13	......	—	—	—	12.3
	38	Myson Gp. 10p	59	+1	†3.84	1.4	‡	—
	45	Nash (J.F.) Secs.	67	......	†4.7	2.6	10.4	5.3
	25	Nathan (B. & I.)	48	−1	3.05	2.4	9.6	6.5
	35	Nat. C'rb'ng 10p	48	......	1.32	0.8	4.2	47.6
	£45	N.C.R. 4% 93/98	£61	......	Q4%	11.9	f6.7	—
	35	Negretti & Zambra	81	......	3.30	2.6	6.2	7.9
	22	Neill & Sp'ncer 10p	68	......	†1.82	6.1	4.0	6.2
	6½	New Equip. 10p	13½	......	†0.89	1.8	10.0	8.7
	50	Newey Group £1	60	......	—	—	—	—
	51	Norcros	89xd	......	4.02	2.6	6.8	6.6
	83	Northern Eng.	90	+2½	b5.6	—	9.4	—
	42	Norton & Wr't. 10p	178xd	......	†d3.8	2.9	3.2	16.0
	14	Norvic Secs. 10p	28	......	†2.2	1.9	11.9	7.6
	17	Nu-Swift 5p	26	......	†1.42	1.6	8.3	11.8
	90	Oce Finance Cv.	91½	−½	Q9%	—	f9.9	—
	56	Office & Elect.	94	+3	g4.08	3.6	6.6	7.0
	59	Ofrex 20p	107	+4	†3.21	3.0	4.5	11.2
	20	Ovenstone 12½p	22	......	Q8c	2.5	24.3	1.7
	25	P.M.A. (Holdings)	45	......	—	—	—	26.6
	37	Parker Knoll 'A'	102	......	3.24	7.9	4.8	4.0
	75	Pauls & Whites	114	+6	†4.22	3.4	5.6	7.9
	21	Peerage 10p	35	+2½	1	4.1	6.4	5.9
	6	Pentland 10p	20	......	†0.61	3.5	4.6	6.9
	42	Pentos 10p	80	......	†4.29	2.5	8.1	8.3
	£77	Do. 15% Cv. Ln. 1985	£137	......	Q15%	25.4	f11.0	—
	58	Petrocon 12½p	74	......	†4.39	1.9	9.0	8.6
	6	Phillips Patents	18	......	B	—	—	42.8
	20	Photax (Lon.)	52	......	†d2.48	3.0	7.2	7.1
	128	Photo-Me 50p	247	−3	3.96	6.9	2.4	7.6

INSURANCE—Continued

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
662	370	Sun Alliance £1	606	−2	†18.52	—	4.6	—
116	63	Sun Life 5p	108	+2	3.11	—	4.4	—
895	591	Taisho Mar. EDR	704	−1	Q20%	—	0.7	—
170	115	Trade Indemnity	165	......	†7.64	—	7.0	—
£31¼	£19⅝	Travelers $2.50	£19⅝	−⅛	Q$1.28	—	3.6	—
310	194	Willis Faber	282	......	†7.61	2.6	4.1	14.5

MOTORS, AIRCRAFT TRADES

Motors and Cycles

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
28	17	Brit. Leyland 50p	22	......	—	—	—	—
365	195	Gen. Mtr. Units	195	−5	18	1.7	8.0	7.3
57	16	Lotus Car 10p	46	......	—	—	—	—
7½	4	Reliant Mtr. 5p	5½	......	—	—	—	7.9
79	54	Rolls-Royce Mtrs.	68	+3½	†3.9	2.3	8.7	7.1
£19½	775	Volvo Kr50	775	......	Q12%	0.6	9.8	17.4

Commercial Vehicles

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
101	24	Crane Fruch. 10p	99	......	♦†2.18	1.9	3.3	25.9
155	34	E.R.F. (Hldgs.)	137	+8	3.3	6.4	3.6	4.5
63	19	Fodens (50p)	56	−4	F3.25	4.2	8.8	(4.6)
14	7	Peak Invests. 10p	9½	......	0.5	2.9	8.1	6.6
127	83	Plaxtons	126xd	......	d7.62	♦	9.2	♦
75	11	York Trailer 10p	69	......	†2.11	4.5	4.7	8.0

Components

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
60	32	Abbey Panels	58	......	2.64	4.5	6.9	5.8
77	35½	Airflow Stream	76	+1	†4.47	3.5	8.9	4.8
73½	38	Armst'ng Eq. 10p	60½	+½	2.04	3.0	5.1	10.0
141	82	Assoc. Eng'g	124xd	+2	4.69	3.9	5.7	6.8
112½	47½	Automotive	100	......	1.86	8.8	2.8	6.4
63	33	Bluemel Bros.	62xd	......	3.67	♦	9.0	♦
21½	12	Brown Bros. 10p.	21½	+1	†1.06	1.06	7.5	12.4
174	93	Dowty 50p	165	+5	4.21	3.7	3.9	10.6
•124	78	Dunlop 50p	90	......	†5.3	3.6	8.9	4.7
123	34	Flight Refuelling	118	−1	2.59	4.0	3.3	11.5
12	6½	Hrvm. Smith 10p.	8½	−½	0.25	1.0	4.5	38.6
50	16½	Kwik-Fit Hldgs. 10p	46½	+1	†0.71	3.5	2.3	15.0
338	203	Lucas Inds. £1	286	+6	8.22	4.7	4.4	7.4
36	14½	Supra Group 10p.	35	......	b0.77	b3.8	3.4	12.0
129	54	Turner Mfg.	103	−1	3.62	2.9	5.3	9.9
89½	51	Wilmot Breeden	67	+4	†2.8	4.9	6.3	4.9
253	96	Woodhead (J.)	217	+1	†6.93	5.3	4.9	5.8
112	58	Zenith 'A' 50p	106	......	4.0	2.7	5.7	9.9

Garages and Distributors

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
79	41	Adams Gibbon	79	+1	4.01	4.1	7.7	4.9
12¼	4½	Alexanders 5p	12¼	+¼	—	—	—	—
81	49	Appleyard Grp.	78	+2	4.47	2.6	8.7	6.8
120	59	Arlington Motor	120	......	†7.75	2.4	10.3	7.0
41¾	17¾	BSG Int. 10p	41¾	+1	†2.1	2.9	7.6	5.9
39	16¼	Braid Group 5p	39	+2	1.25	3.4	4.9	9.3
43½	29	Brit. Car Auc. 10p	43½	+½	1.98	1.9	6.9	11.3
20	14	C.G.S.B. 10p	19	......	†1.3	1.4	10.3	10.3
106	70	Caffyns 50p	106xd	+8	5.84	2.1	8.3	8.7
43	24	Cowie (T.) 5p	43	+1	d1.55	3.2	5.5	8.8
87½	28	Davis Godfrey	82	+1	†3.05	5.5	5.6	4.9
73	39	Dorada	73	+5	4.19	1.3	8.7	13.9
•50	26	Dutton Forshaw	49½	+1	†2.76	2.6	8.5	6.9
52	22	Gates (F.G.)	52	......	1.43	4.8	4.2	7.7
36	14	Glanfield Lawr.	30	......	1.27	1.1	6.4	21.9
22	8	Hanger Invs. 10p	22	......	d0.42	9.7	2.9	5.4
95	42	Harrison (T.C.)	95	......	†d3.72	3.8	5.9	6.8
98	42	Hartwells	85	......	3.98	3.0	7.1	7.3
144½	79½	Henlys 20p	118	+2	†5.99	2.0	7.7	9.8
90½	33	Heron Mtr. Grp.	89	−1	3.23	2.6	5.5	10.4
£132	£62	Do. 10pc Cnv.	£132	......	Q10%	17.8	f7.7	—
77	52	Hurst (Charles)	72	......	d5.45	3.2	11.5	4.1
33	16	Jessups 10p	33	+½	1.55	4.4	7.2	4.9
•84	49	Kenning Mtr.	81	+1½	†4.15	3.2	7.8	7.1
84	35	Lex Service Grp.	78½	......	†3.41	2.7	6.6	10.5
52	26	Lookers	49½	+½	g2.46	4.2	7.5	4.8
87	23	Lyon & Lyon	85	−2	†6.0	2.2	11.0	6.0
36	10	Manchester 10p	36	......	†0.86	4.1	3.6	7.4
7	3½	Nelson David 5p	6¼	+½	—	—	—	♦

PROPERTY—Continued

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
347	216	Prop. Hldg. & Inv.	347xd	+2	†6.54	1.3	2.9	44.9
86	40	Prp. Inv. & Fin. £1	81	−1	†4.0	0.8	7.5	(25.9)
70	34	Prop. Part'ship	70	......	†1.59	2.0	3.4	22.5
315	176	Prop. & Rev. 'A'	312	−3	d4.69	1.5	2.3	44.5
156	44	Prop. Sec. Inv. 50p	156	−2	1.88	—	1.9	—
4¼	2	Raglan Prop. 5p	4½	+½	—	—	—	—
9	3¼	Regalian	9	......	—	—	—	—
85	38	Regional Prop.	85	......	0.65	—	1.2	—
77	29	Do. 'A'	77	......	0.65	—	1.3	—
111	28	Rush & Tompkins	111	+2	†2.61	2.1	3.6	15.4
96	34	Samuel Props.	95	......	2.1	0.9	3.4	50.0
118	58	Scot. Metrop. 20p	118	−1	g1.94	1.3	2.5	53.6
43½	24½	Second City 10p	43	......	1.73	2.0	6.1	12.3
128	75	Slough Ests.	128	+1	g2.26	1.5	2.7	40.5
£174	£114	Do. 10% Conv. '90	£173	+1	Q10%	11.9	f5.8	—
266	158	Stock Conversn.	266	......	1.81	3.5	1.0	41.3
216	90	Sunley (B.) Inv.	212	+2	3.97	0.2	2.9	—
51	31½	Swire Properties	33	−½	Q10½c	1.5	7.4	9.1
70	24	Town Centre	70	......	0.82	♦	1.8	♦
16	5	Town & City 10p	16	+½	0.01	—	—	—
98	39	Trafford Park	98	......	3.65	1.4	5.6	19.0
24	10½	U.K. Property	24	......	—	—	—	—
298	182	Utd. Real Prop.	260	+2	5.17	1.4	3.0	34.6
145	75	Warner Estate	145	......	†2.42	1.6	2.5	36.1
280	172	Warnford Inv. 20p	265	......	†4.86	1.6	2.8	33.4
20	7¾	Webb (Jos) 5p	20	+½	dh0.48	2.4	3.7	16.9
19	7½	W'minster P. 20p	19	......	—	—	—	—
30½	18	Winston Ests.	30½	+½	1.16	1.3	5.8	19.8

SHIPBUILDERS, REPAIRERS

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
78	23	Hawthorn L. 50p	75	+1	—	—	—	—
162	40	Swan Hunter £1	156	+2	6.86	1.8	6.7	13.0
154	73	Vosper	154	+14	†4.13	18.6	4.1	2.0
290	140	Yarrow 50p	290	+6	4.61	5.1	2.4	8.9

SHIPPING

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
323	212	Brit. & Com. 50p	288	+1	†8.42	4.1	4.4	8.3
298	143	Common Bros. 50p	185	......	5.81	—	4.8	♦
170	54	Fisher (J.)	120	......	†h1.38	6.1	1.8	11.8
354	204	Furness Withy £1	339	−6	†7.43	6.3	3.3	6.0
310	140	Hunting Gibsn. £1	235	......	10.89	6.7	7.0	2.4
39	25½	Jacobs (J.I.) 20p	37	+½	g1.85	4.6	7.6	4.6
57¾	33½	Lon. O'Seas. Frtrs.	39	+1½	3.37	3.8	13.1	(2.2)
172	126	Lyle Shipping	145	......	†4.46	5.4	4.7	6.0
275	215	Man. Liners 20p	255	......	5.10	1.6	3.0	30.7
24	6	Mersey Dk. Units	22½	......	—	—	—	0.8
95	46	Milford Docks £1	76	......	2.72	4.3	5.4	6.0
179	123	Ocean Transport	137	......	†7.44	3.7	8.2	3.6
175	109½	P. & O. Defd. £1	117	......	†5.95	2.6	7.7	(5.8)
215	135	Reardon Sm. 50p	135	−5	1.64	3.9	1.8	25.1
84	41	Do. 'A' 50p	43	......	1.64	3.9	5.8	4.8
•129	101	Runciman (W.)	107	+3	†8.16	2.5	11.6	5.3

SHOES AND LEATHER

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
22	10	Allebone 10p†	21	......	†1.01	9.9		24.1
68	35	Booth (Intn'l)	63	+1	†4.39	4.3	10.6	3.3
65	36	Footwear Invs.	65	......	d3.89	2.4	9.1	7.0
104	67	Garnar Scotblair	104	......	3.30	6.3	4.8	4.9
34	12½	Headlam Sims 5p	34	......	g1.25	4.5	5.6	6.8
68	37	Hiltons 20p	68	+2	4.42	1.8	9.8	8.4
54	26	K Shoes	54xd	+1	2.27	♦	6.4	♦
38	31	Lambert Hth. 20p	38	......	2.91	2.5	11.6	5.3
40	22½	Newbold & Burt'n	39	......	†2.54	1.5	9.9	10.6
50	22	Oliver (G) 'A'	50	+4	†1.71	1.9	5.2	15.8
66	45	Pittard Grp.	65	−1	†2.52	5.7	5.9	4.6
37	21	Stead & Sim 'A'	35	−2	†h1.92	1.6	8.4	11.6
85	56	Strong & Fisher	70	......	4.24	4.1	9.2	4.1
46½	17½	Stylo Shoes	45½	......	1.56	2.3	5.2	12.9
28	18	Turner W & E 10p	28	......	†1.58	2.9	8.7	6.0
70	19	Ward White	69½	......	†2.7	5.3	5.9	4.9

INV. TRUSTS—Continued

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
67	46	Cedar Inv.	66	......	2.5	1.1	5.8	25.1
124	83	Chan'l Is. Inc. £1	124	......	Q12.5	1.0	10.1	♦
480	235	Do. Cap.	480	......	—	—	—	—
56	40	Charter Trust	54	......	2.14	♦	6.0	♦
29	17¾	City & Com. Inc.	28¾	......	†1.6	1.0	8.4	17.4
125	69	Do. Cap. (£1)	108	−1	—	—	—	—
56	43	City & For. Inv.	52	−½	—	—	—	—
100	71	City & Internt'l	97	......	4.07	1.0	6.4	23.2
66	36	City of Oxford	62	......	†3.05	0.9	7.4	21.8
89	52	Claverhouse 50p	81½	......	†3.25	1.0	6.0	24.6
6¾	4	Clifton Invs. 10p	6½	......	—	—	—	—
70	53½	Clydesdale Inv.	66½	+½	†1.67	1.0	3.8	41.4
69	51	Do. "B"	65	−2	—	—	—	—
245	175	Colonial Secs. Dfd.	237	......	7.11	1.3	4.6	26.6
209	151	Continent'l & Ind.	196xd	−1	†5.84	1.0	4.5	33.7
115	80	Continent'l Union	110	......	†2.89	1.3	4.0	30.3
126	101	Cres'nt Japan 50p	123	......	—	—	—	—
83	47	Crossfriars	77	−1	3.32	1.0	6.5	22.4
29	13	Cumulus Inv.	29	+1	0.8	1.0	4.2	37.0
44	25½	Danae (Inc.) (50p)	44	+1½	†2.87	1.1	10.2	14.0
4½	2	Do. (Cap.) 10p	4	......	—	—	—	—
89	62	Debenture Corp.	84	−½	†2.79	1.2	5.0	25.3
202	133	Derby Tst. Inc. £1	202	......	†12.05	1.0	9.0	16.7
170	88	Do. Cap. 50p	164	......	—	—	—	—
192	143½	Dominion & Gen.	187	+1	6.85	1.1	5.6	25.6
134	100	Drayton Com'cl.	129	−3	4.06	1.2	4.8	26.8
146	114	Do. Cons.	141	+1	4.7	1.1	5.1	26.5
31½	23½	Do. Far Eastern	30	......	0.81	1.2	4.1	31.7
195	142	Do. Premier	189	−1	6.09	1.1	4.9	27.5
70	47	Dualvest Inc. 50p	63½	......	†4.18	1.8	10.0	15.2
245	116	Do. Capital £1	228	+2	—	—	—	—
64	39½	Dundee & Lon.	61xd	+2	2.3	1.0	5.7	25.7
97	65	Edinburgh Am. Tst.	95	+1½	0.91	1.1	1.5	79.8
162	113	Edin. & Dundee	159	......	†3.55	1.1	3.4	42.8
230	163	Edin. Inv. Df. £1	226	+1	†6.3	1.0	4.2	39.2
113	79½	Electra Inv. Tst.	105	−1	4.37	1.1	6.3	22.4
72½	53	Elect. & Gen.	64½xd	......	g1.45	1.2	3.4	40.5
93	68	Eng. & Internatl.	87	......	3.55	1.2	6.2	21.6
77	56	Eng. & N.Y. Trust	71	−1	†2.5	1.1	5.3	30.5
77	53	Eng. & Scot. Inv.	71	......	2.23	1.2	4.8	25.8
103	61	Equity Cons't £1	96xd	+1	†5.94	1.1	9.4	15.2
104	62	Do. Def'd 50p	104	......	3.96	1.2	5.8	21.6
186	116	Equity Inc. 50p	178	......	8.58	1.2	7.3	17.3
280	173	Estate Duties £1	280	+2	†7.61	1.2	4.1	31.2
42	28½	F. & C. Eurotrust	39½	−½	0.85	1.3	3.3	36.9
81	42	Family Inv. Tst.	81	+3	†3.65	1.0	6.8	25.6
93	69	First Scot. Am.	87½	−1½	†2.59	1.1	4.5	30.8
9½	6	First Talisman	6#	......	—	—	—	—
31	14	Forest Inv.	30	......	†1.56	1.0	7.9	20.3
153	117	Foreign & Col.	146	−1	2.94	1.0	3.1	50.8
50	29	F.U.G.I.T. (R0.25)	37xd	−1	♦Q5½c	1.2	9.5	8.6
38	25	Fundinvest Inc.	36½	−½	2.40	1.0	10.0	15.0
73	43	Do. Cap.	67	+2	—	—	—	—
131	101	G.T. Japan	103	+1	1.01	2.1	1.5	49.9
139	92	Gen. & Comm'cl.	136	......	†4.92	1.1	5.5	26.5
84	60	Gen. Consoldtd.	81	......	†3.15	1.1	5.9	22.9
150	99	General Funds	137	......	4.16	1.0	4.6	33.4
116	77	Do. Conv. 10p	112	......	—	—	—	—
106	74	Gen. Investors	103	......	3.45	0.7	5.1	40.9
83½	65½	Gen. Scottish	80	−1½	†3.05	b1.6	5.8	16.7
102	76	Glasgow St'hldrs	98	−½	†2.2	1.1	3.4	45.4
87½	64½	Glendevon Inv.	85	+½	†1.66	1.0	3.0	52.2
84	57	Do. "B"	84	......	—	—	—	—
68½	51	Glenmurray Inv.	66½	−½	1.7	1.0	3.9	39.7
66	48½	Do. 'B' Ord.	64	......	—	—	—	—
122½	71	Globe Inv.	109	−½	n4.1	1.24	5.7	21.4
59½	42½	Govett Europe	56½	−½	1.8	1.2	4.8	26.5
75	49	Grange Trust	73	−1	†1.84	1.2	3.8	34.5
110	74½	Gt. North'n Inv.	105½	+½	3.5	1.0	5.0	29.9
83	61½	Greenfriar Inv.	78	......	1.22	1.4	2.4	45.3
59½	24	Gresham Inv.	58½xd	+1½	g1.82	2.0	4.7	16.1
55	38	Group Investors	53	......	1.71	†1.0	4.9	31.5
85	56	Guardian Inv. Tst.	77	......	2.39	1.0	4.7	32.3
95	61	Hambros	87	......	†3.3	1.0	5.7	26.1
83	37	Harcros Inv. 10p	83	......	♦†1.73	1.1	3.2	46.1
18	6¼	Hellenic & G. 10p	16	......	h0.41	1.7	3.9	22.6
196	122	Hill (Philip)	181	+1	7.01	1.0	5.9	25.7
78	41	Hume Hlds. "A"	75	−1	3.71	1.1	7.5	17.9
76	35	Do. "B"	74	−1	—	—	—	—

FINANCE, LAND—Continued

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
23½	14	Kwahu 10p	22	......	1.65	1.3	11.4	10.4
15½	8	Lamont Hlds. 10p‡	14½	......	0.10	—	1.1	—
126	30	Lampa Secs. 50p	30	−1	♦	—	—	—
17	10	Lon. Euro. Grp.	17	......	—	—	—	—
93	34	Lon. Merchant	93	+1	†1.25	4.2	1.8	13.5
120	60	M. & G. Hldgs. 5p	107	......	†3.15	3.1	4.5	11.3
39	22½	Majedie Invs. 10p	39	+1	0.68	2.2	2.6	26.7
78	50	Martin (R.P.) 5p	72	......	5.98	1.1	12.6	10.9
£12⅜	950	Mass Mrt. & R'ty	£10	......	Q$1.16	—	7.2	—
17½	13	N.M.C. Invs. 12½p	17½	+1	1.3	0.7	11.3	13.8
225	200	Nippon Fd. Stg. 10p	210	......	—	—	—	—
14½	5½	Parambe 10p	10½	......	—	—	—	—
22½	10	Park Place Inv.	22½	+1	1.0	2.6	6.7	6.7
207	120	Pearson (S.) & Son	202	......	6.19	3.7	4.6	8.7
£57	£41	Pretab'l-S. Fr.250	£43¾	−1	Q9.4%	—	6.8	—
12	7	St. George 10p	11	......	†0.44	0.9	6.0	29.0
126	47½	Scot. & Merc. 'A'	125	+3	3.02	1.7	3.7	24.2
£50	£40	S.E. 6¼pc Ann.	£50	......	Q6.25	—	8.5	—
60	37	Smith Bros.	60	......	4.47	1.1	11.3	12.7
13	7¼	Sthn. Pac. HK50c	7½	+¼	—	—	—	3.5
£38¾	£27⅞	Suez Fin. NF100	£27½	+¼	Q22½	—	10.3	—
£10¼	900	Trans Mkt. Tst. 1p	925	−25	Q43.02	♦	4.8	♦
28	22	Wstn. Select. 20p	26	......	2.01	1.7	11.7	7.7
37½	22	West of England	37	+½	1.38	3.1	5.7	8.7
79	33	Yule Catto 10p	77	+5½	†1.24	3.5	2.4	14.1

OILS

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
128	46	Attock 20p	112#	......	4.26	0.9	5.8	30.5
187	130	Brit. Borneo 10p	152	+4	†6.13	1.6	6.1	16.1
966	776	Brit. Petrol'm £1	842	−22	g22.10	3.0	4.0	14.0
79	60	Do. 8% Pf. £1	74	....	5.6%	33.4	11.5	—
83	41	Burmah £1	54	......	—	—	—	—
£64	£40½	Do. 8½% Ln. 91-96	£60½xd	......	Q8½%	—	e14.8	—
£16¼	£10	††CCP Nth. Sea £1	£11¼	......	—	—	—	—
66	44	Century 10p	53	......	†2.43	3.8	7.0	4.2
34	18	Charterhall 5p	30	......	—	—	—	77.1
£18¼	£13	Cie Fr. Petroles B	£13	......	Q14%	1.9	13.6	5.7
550	400	††Cluff Oil £1	450	......	—	—	—	—
170	100	††Clyde Petrol £1	138	−6	—	—	—	6.3
12	7½	Endeavour 50c	10	−¼	—	—	—	—
45	24	KCA	36	+1	20.1	—	0.4	—
195	162	LASMO	186	+2	—	—	—	—
£109	£84½	LASMO 14%-1981-83	£109	......	Q14%	—	e13.9	—
418	260	LASMO 'Ops' 10p	410	+2	—	—	—	—
326	78	Oil Expl. 10p	302	−4	1.92	3.3	1.0	49.0
23	8	Premier Cons. 5p	18½	−½	—	—	—	—
£23⅛	£14⅝	Ranger Oil	£16⅛	−⅛	—	—	—	—
3¼	1¼	Reynolds Div. 1c.	1½	......	—	—	—	—
£50⅝	£36¼	Ryl. Dutch Fl.20	£36¼	−¾	†Q50%	2.5	6.8	5.9
635	454	Shell Trans. Reg.	527	−1	†14.28	4.7	4.1	5.6
69½	54	Do. 7% Pf. £1	66½xd	......	4.9%	11.4	11.3	—
350	88	††Siebens (U.K.) £1	282	+4	—	—	—	—
£66	£55	Texaco 4¾% Cnv.	£57	+½	Q4¾%	—	f8.6	—
204	100	Tricentrol	176	−2	1.27	4.5	0.7	22.8
266	116	Ultramar	232	......	—	—	—	7.8
157	85	Do. 7pc Cnv.	134xd	......	7%	13.0	7.5	—
98	50	Weeks Nat. 10cts	90	−8	—	—	—	—
98	50	Do. Pfd. Ord. 10c	90	−8	Q15½c	—	10.1	—
12	1	Do. Options	1	....	—	—	—	—
•99	49	Woodside A50c	62	−1	—	—	—	—

OVERSEAS TRADERS

1977-78 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
305	93¼	African Lakes	285	......	b2.75	30.5	1.5	2.3
108	62	Aust. Agric. 50c	62	......	Q2.5c	—	—	—
225	134	Berisford (S. & W.)	222	......	8.25	q5.1	5.8	3.7
239	124	Booker McC. 50p	231	+2	†7.08	3.4	4.6	9.7
96	72	Borthwick (Thos.) 50p	73	......	6.2	1.1	12.9	10.0
31	17½	Boustead (10p)	27	+½	1.52	1.2	8.7	13.8
319	150	Finlay (Jas.) 50p	309	......	†6.54	7.8	3.2	5.7
240	161	Gill & Duffus	228	−2	†8.71	3.2	5.8	7.5
£66	£49	Gt. Nthn. £10	£49	......	Q12%	2.3	4.7	6.9
425	276½	H'ris'ns. Cros. £1	350	−25	†b11.56	3.8	5.0	7.8
92	68	Hoffnung (S.)	69	......	4.26	2.1	9.6	6.1
428	335	Inchcape £1	375	......	†15.0	2.9	6.1	10.1

MINES—Continued

CENTRAL AFRICAN

1977-78 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
195	70	Falcon Rh 50c.	170	+5	Q50c	♦	27.7
20	9	Rhod'n Corp. 16⅔p.	20	+1	0.57	4.3	4.3
165	52	Roan Cons. K4	52	......	—	—	—
164	115	Tanganyika 50p	136	......	Q11.0	1.1	8.1
80	70	Do. Pref. 80p	78	......	Q9%	16.4	9.2
42	27	Wankie Col. Rh 1	39	+6	Q7½c	1.4	16.4
27½	12	Zam. Cpr. SBD0.24	12	......	—	—	—

AUSTRALIAN

1977-78 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
20	10	Acmex 25c.	10	......	—	—	—
127	57	Bougainville 50 Toea	70	......	Q10c	1.5	9.3
128	70	Bh South 50c	70	−1	—	—	—
325	119	Conzinc Riotinto 50c	167	−9	Q9c	2.3	3.3
65	18	G.M. Kalgoorlie $1	53	−5	—	—	—
112	77	Hamptn Areas 5p	81	......	1.45	4.1	2.7
35	10	Metals Ex. 50c	16	......	—	—	—
242	134	M.I.M. Hldgs. 50c	134	−1	Q9c	1.7	4.1
105	10	Mount Lyell 25c	15	−1	—	—	—
2¼	1	Newmetal 10c	2	......	—	—	—
120	83	North B. Hill 50c	84	−1	Q8c	1.5	5.9
12	8½	Nth. Kalgurli	9½	......	—	—	—
143	87	Oakbridge $A1	123	−3	Q11c	1.9	5.6
55	20	Pacific Copper	30	......	—	—	—
£13	575	Pancont'l 25c	950	......	—	—	—
19	8	Paringa M&Ex. 5p	12	......	—	—	—
555	345	Peko-Wallsend 50c.	405	−5	Q15c	♦	2.3
—	—	Poseidon 20c	75#	......	—	—	—
12	6	Vultan Min. 50c	11	......	—	—	—
164	91	Westn. Mining 50c	91	−1	Q6c	1.4	4.3
75	40	Whim Creek 20c	50	......	—	—	—

TINS

1977-78 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
39	18	Amal. Nigeria	30	......	2.51	1.6	12.7
395	240	Ayer Hitam SM1	240	......	Q16.7c	0.9	43.1
57	25	Beralt Tin	45	......	3.75	2.3	12.6
260	155	Berjuntai SM1	205xd	......	‡Q60c	♦	—
570	260	Geevor	470	......	†18.15	3.4	6.0
13	8	Gold & Base 12½p	10	......	—	—	—
325	190	Gopeng Cons.	260	......	13.2	1.9	7.7
135	72	Hongkong	130	......	—	—	—
100	60	Idris 10p	93	......	9.14	1.0	14.9
10½	7	Jantar 12½p	10	......	—	♦	—
85	30	Kamunting SM0.50	69	−3	†Q15.5c	0.7	5.6
490	260	Killinghall	450	......	Q125	♦	11.1
410	217	Malay Dredging SM1	295	......	Q95.5c	♦	6.0
—	—	¶Pahang	27#	......	†Q2.5	0.5	9.3
70	50	Pengkalen 10p	58	......	5.58	1.3	14.6
215	133	Petaling SM1	185	......	‡Q13½c	10.9	1.7
90	35	Saint Piran	61xd	......	g1.99	♦	5.0
73	59	South Crofty 10p	61xd	......	b4.12	1.5	9.8
210	77	South Kinta SM0.50	160xd	......	†Q77.6c	1.4	12.1
305	148	Sthn. Malayan SM1	260xd	......	†Q131c	1.1	12.5
160	57	Sungei Besi SM1	142	−3	—	—	—

MISCELLANEOUS

1977-78 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
9½	9	Burma Mines 17½p.	9	......	—	—	—
115	58	Colby Mines $C1	88	+3	—	—	—
600	250	Cons. Murch. 10c	250xd	−5	Q30c	♦	‡
475	265	Northgate C$1	270	......	—	—	—
247	173	R.T.Z.	186	+1	t8.5	q3.3	6.9
70	28½	Sabina Inds. C$1	43½	+½	—	—	—
£14¼	862	Tara Expln. $1	862	−13	—	—	—
55	39	Tehidy Minerals 10p	45	......	1.21	2.5	4.1
160	121	Yukon Cons. C$1	130	......	Q7c	♦	3.2

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on the basis of net distribution; bracketed figures indicate 10 per cent. or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution. Yields are based on middle prices, are gross, adjusted to ACT of 34 per cent. and allow for value of declared distributions and rights. Securities with denominations other than sterling are quoted inclusive of the investment dollar premium.

- A Sterling denominated securities which include investment dollar premium.
- • "Tap" Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents on application.
- ♦ Figures or report awaited.
- †† Unlisted security.
- # Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividend or forecast.
- ** Free of Stamp Duty
- ♦ Merger bid or reorganisation in progress.
- ‡ Not comparable
- ♦ Same interim: reduced final and/or reduced earnings indicated
- ‡ Forecast dividend: cover on earnings updated by latest interim statement.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ☆ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ♥ Excluding a final dividend declaration.
- ÷ Regional price.
- ǁ No par value

a Tax free. b Figures based on prospectus or other official estimate. c Cents. d Dividend rate paid or payable on part of capital; cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. r Australian currency. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast dividend: cover based on previous year's earnings. v Tax free up to 30p in the £. w Yield allows for currency clause. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. D Cover and P/E ratio exclude profits of U.K. aerospace subsidiaries. E Issue price. F Dividend and yield based on prospectus or other official estimates for 1977-78. G Assumed dividend and yield after pending scrip and/or rights issue. H Dividend and yield based on prospectus or other official estimates for 1976-77. K Figures based on prospectus or other official estimates for 1978. M Dividend and yield based on prospectus or other official estimates for 1978. N Dividend and yield based on prospectus or other official estimates for 1978. P Dividend and yield based on prospectus or other official estimates for 1977. Q Gross. T Figures assumed. U No significant Corporation Tax payable. Z Dividend total to date. ¶¶ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

"Recent Issues" and "Rights" Page 22

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REGIONAL MARKETS

The following is a selection of London quotations of shares previously listed only in regional markets. Prices of Irish issues, most of which are not officially listed in London, are as quoted on the Irish exchange.

Stock	Price	+ or −
Albany Inv. 20p	23	......
Ash Spinning	41	......
Bertam	19	......
Bdg'wtr Est. 50p	282	+4
Clover Croft	23	......
Craig & Rose £1	380	......
Dyson (R.A.)	35	......
Ellis & McHdy	65	......
Evans Fr'k. 10p	27	......
Evered	17	......
Fife Forge	47	......
Finlay Pkg. 5p	19½	−½
Graig Ship. £1	250	......
Higsons Brew	138	+3
I.O.M. Stm. £1	143	......
Holt (Jos.) 25p	237	......
N'thn. Goldsmith	39	......
Pearce (C. H.)	112	+1
Peel Mills	17	......
Sheffield Brick	45	......
Sheff. Refrshmt.	50	......
Shiloh Spinn.	20	......
Sindall (Wm.)	85	......

IRISH

Stock	Price	+ or −
Conv. 9% '80/82	£98½	−¼
Alliance Gas	75	+7
Arnott	305	......
Carroll (P.J.)	108xd	+3
Clondalkin	85	+5
Concrete Prods.	120	+10
Helton (Hldgs.)	48	......
Ins. Corp.	160	......
Irish Ropes	135	......
Jacob	54	+9
Sunbeam	28	......
T.M.G.	180	......
Unidare	70	......

OPTIONS

3-month Call Rates

Industrials					
A. Brew	6½	I.C.I.	25	Tube Invest.	30
A.P. Cement	18	"Imps"	7	Unilever	40
B.S.R.	11	I.C.L.	20	Utd. Drapery	7½
Babcock	10	Inveresk	7	Vickers	15
Barclays Bank	25	KCA	5	Woolworths	6
Beecham	38	Ladbroke	17	**Property**	
Boots Drug	15	Legal & Gen.	14	Brit. Land	3¾
Bowaters	16	Lex Service	6	Cap. Counties	5
B.A.T.	24	Lloyds Bank	22	E.P.	5
British Oxygen	6	"Lofs"	5	Intereuropean	5
Brown (J.)	20	London Brick	5	Land Secs.	18
Burton 'A'	9	Lonrho	7	MEPC	12½
Cadburys	5	Lucas Inds.	25	Peachey	10
Courtaulds	10	Lyons (J.)	13	Samuel Props.	10
Debenhams	10	"Mams"	7	Town & City	2
Distillers	13	Mrks. & Spncr.	13	**Oils**	
Dunlop	8½	Midland Bank	25	Brit. Petroleum	45
Eagle Star	11	Nat. West. Bank	22	Burmah Oil	7
E.M.I.	18	Do. Warrants	10	Charterhall	3½
Gen. Accident	17	P. & O. Dfd.	12	Shell	28
Gen. Electric	16	Plessey	9	Ultramar	22
Glaxo	40	R.H.M.	5	**Mines**	
Grand Met.	9	Rank Org. 'A'	18	Charter Cons.	12
G.U.S. 'A'	18	Reed Intl.	18	Cons. Gold	20
Guardian	18	Reyrolle	20	Rio T. Zinc	16
G.K.N.	22	Spillers	4		
Hawker Sidd.	60	Tesco	4		
House of Fraser	12	Thorn 'A'	22		
		Trust Houses	13		

A selection of Options traded is given on the London Stock Exchange Report page

FINANCIAL TIMES
Saturday January 7 1978

MAN OF THE WEEK

Farewell Doctor Burns

BY JUREK MARTIN

DR. ARTHUR BURNS would not welcome it as an epitaph but it will undoubtedly be written one day that the announcement of December 28, 1977, that he was going to be replaced as Chairman of the U.S. Federal Reserve Board of Governors prompted such falls in the value of the dollar as to persuade the U.S. Government one week later significantly to alter its cherished hands-off policies towards its currency.

This is a remarkable testament to the symbolic power of righteousness that the crusty, pipe-puffing septuagenarian Chairman had come to enjoy both in the United States and overseas. In a world where leaders and policies have changed with alarming regularity, Arthur Burns remained a conservative and constant rock—a relic of imperial authority in an age when imperialism had gone out of fashion.

Doctor Arthur Burns

An identity with the dollar

But the additional perception that Dr. Burns had become indispensable was much more deeply held outside the United States than in it. As seen from here, there were always ample political reasons and sustainable domestic economic arguments that dictated that President Carter should not appoint him to another four-year term when his current, second, one expires at the end of this month.

This also reflects the fact that, outside the highest echelons of the Administration's economic policy makers, the decline of the dollar has simply not been the consuming topic over the last six months that it has in Europe, where a strong dollar and Arthur Burns were seen as one and indivisible. Even the august and literate New York Times, for example, wrote an elegant editorial in late November in support of its contention that, "like J. Edgar Hoover, General McArthur, William McChesney Martin (the previous Fed chairman) and Walt Frazier (a New York basketball star), Arthur Burns is expendable: not deplorable, and certainly not unlikeable, just expendable." But not once in that editorial was the word "dollar" mentioned.

Washington may have a rather different perception to-day, with its policy of "benign neglect" in tatters. But, characteristically for the good public servant he undoubtedly has been, Dr. Burns has not sought to exploit the Administration's volte face. His only public words have been the warmest of endorsements of his designated successor, Mr. G. William Miller. He has so far chosen not to reveal whether or not he is sanguine, satisfied or suspicious of the new intent to intervene more actively on the foreign exchange markets.

This is, however, a silence he will be under much pressure to break in the months to come. He may yet decide to stay on as a regular member of the Fed Board and speak out on issues of importance: he may follow the example of another unquestioned giant of his time, Henry Kissinger, who initially eschewed public comment after leaving office but who, with the passage of time and in the face of many inducements, has become voluble again.

Doctor Burns, undoubtedly, can be expected to find his own solution to this for, during his service of six American Presidents, he has always been his own man. Some liberal Democrats still fervently believe that he played fast and loose with the money supply in 1972 to help in Richard Nixon's re-election (the Chairman furiously refutes this), while he has himself admitted tightening credit too much in 1975, though not for political reasons. But he has generally managed to appear above politics and politicians, while simultaneously playing a very successful political game in Washington, as the fierce guardian of the independent Federal Reserve system.

Moreover in a city which revels in minute disclosure of the private lives of its resident celebrities, Dr. Burns has kept his personal foibles, likes and dislikes conveniently obscured in the permanent fog of his pipe smoke.

Cambodians claim invaders repelled

BY OUR FOREIGN STAFF

CAMBODIA claimed yesterday that Vietnamese forces were being repelled on three separate battle fronts in the continuing border war between the two Communist neighbours.

Reliable reports remain elusive. Phnomh Penh radio said that the Vietnamese forces invaded across 200 miles of the Cambodian border, and suffered costly reverses which brought total Vietnamese casualties since September to approximately 30,000.

Independent observers doubted the veracity of the Cambodian claim last night, since Vietnam has an overwhelming military superiority. It is clear, however, that a festering border dispute has escalated over the past few weeks into a major confrontation.

The "battle report" from Phnomh Penh did not specify whether the Vietnamese casualties included civilians, and gave figures for Cambodian casualties totalling 460 killed and 1,120 wounded. The radio also claimed that 107 Vietnamese tanks had been destroyed or put out of action.

The radio said that, in the south two Vietnamese divisions had been "smashed completely."

In the Parrot's Beak region and in the north Vietnamese forces had been "wiped out" and Cambodian forces were "pushing" towards the Vietnamese border.

An earlier broadcast yesterday said the Vietnamese had advanced 20 miles inside Cambodian territory. Reports from Singapore quoting intelligence sources said that the Vietnamese had reached Neak Luong, only 35 miles from Phnomh Penh, remained unconfirmed.

Diplomats disputed whether the Cambodian capital is a Vietnamese target. However capable Hanoi is of taking Phnomh Penh, militarily the problem of occupying such vast areas is a major disincentive, as is the threat of Chinese involvement on Cambodia's side.

In Hanoi, the Vietnamese Foreign Ministry released details at a Press conference of the "countless extremely barbarous crimes committed by Cambodian forces against our people," and showed on maps where Cambodian incursions had occurred.

Mr. Ngo Dien, an assistant to the Vietnamese Foreign Minister, was said by Hanoi radio to have reaffirmed the Vietnamese view that the issue should be resolved through negotiation.

Vital stage in Vietnam's battle with Cambodia, Page 13

Unofficial stoppage may shut Ford plant

By Philip Bassett, Labour Staff

THE FORD car plant at Halewood on Merseyside may be shut down next week and 8,000 men laid off because of an unofficial strike over work schedules by 1,000 press shop workers from Monday.

Three hundred night shift workers at the £110m. factory voted yesterday to join 700 others from the morning and afternoon shifts in the strike.

Meanwhile talks between the Advisory, Conciliation and Arbitration Service, national union officials and management to find a solution to a 10-week-old unofficial strike at the British Leyland plant at Speke on Merseyside were adjourned late last night in London after more than nine hours.

Unions have been concerned about the plant after rumours that it could face closure. Both sides will consider proposals reached in the negotiations and talks should resume next week.

The stoppage over a productivity plan has led to about 4,000 lay-offs at Speke, Canley, Coventry and Rover at Solihull. Production of Speke's TR7 and Dolomite cars has been halted. The dispute is believed to have cost Leyland about £60m. in lost retail value.

No fresh attempts are expected at the week-end to settle the dispute at Halewood. Attempts to stop the strike by bringing in district officials of the Transport and General Workers' Union failed yesterday because all of the three local officials were involved in other industrial negotiations. Ford hopes one of the officials will talk with the men at Halewood on Monday.

Arduous

The strike could lead to a progressive shutdown of the plant's daily production of about 950 Escorts and light commercial vehicles by the end of the week.

The dispute is over work practices and work schedules. The men want to be able to change jobs within the plant every hour so that no worker constantly does one arduous task. Ford has offered job rotation every four hours.

The trouble at Halewood comes when Ford expected good production figures. It had its best pre-Christmas month for two years and good work for two days when the plant re-opened this week.

British companies chase Bangladesh contracts

BY RAY DAFTER, ENERGY CORRESPONDENT

BRITISH EQUIPMENT suppliers could be in the running for a large share of $660m. (£350m.) worth of gas processing contracts in Bangladesh, according to engineering consultants bidding for a major stake in the project.

They have told Mr. James Callaghan that U.K. companies are in a good position to help Bangladesh exploit its important gas reserves.

The prospect of major U.K. involvement in the exploitation of Bangladesh's rich natural gas fields is said to be much closer following the Prime Minister's discussions with President Zia during his visit to the Indian sub-continent.

Consultants International Management and Engineering Group, which is negotiating a multi-million pound contract with the Bangladesh Government, has told Mr. Callaghan in a letter that as much as $660m. could be spent on a gas gathering and transmission system, gas liquids treatment facilities and a loading terminal.

It was suggested that half of this money might be spent on materials and equipment which could be supplied from the U.K. providing the terms and delivery dates were satisfactory. British Steel could be a major contender for much of the materials, it is understood.

The Prime Minister has also been told that opportunities exist for contractors to become involved in construction work and for British banks to help with financing.

On Thursday, it was learned that talks involving a major private company—IMEG—and British Gas Corporation's International Consultancy Service (ICS) subsidiary are well advanced.

Mr. Ian Bowler, chairman of IMEG, is in Dacca to discuss the gas project with President Zia and Mr. Ashfaq Hussein, Minister of Petroleum and Mineral Resources. A senior ICS official is expected to fly to Dacca later this month.

Mr. Robert Brown, IMEG director of projects, said yesterday that Britain's gas technology ranked alongside the best in the world. The country's competitive position might have been slight weakened by the recent rise in the value of sterling but this was less important than an ability to quote and meet attractive delivery dates.

Apart from the gas exploitation project, it is hoped that an exporting scheme will be developed which would include orders from British yards of six tankers to carry liquefied natural gas from Bangladesh to the U.S. west coast and Japan. The value of these vessels could be as high as £450m.—four times the value of the recent Polish shipbuilding order.

IMEG also held out the prospect of further U.K. export contracts involving natural gas technology. The group has been appointed consultants to the National Oil Company of Nigeria, which is developing a similar gas processing and export project. It was, it said, possible that many millions of pounds worth of equipment orders could be placed in Britain.

● Dr. John Cunnidgham, Under-Secretary at the Energy Department, will visit the U.S. next week to urge oil companies to establish manufacturing plants in the U.K.

France ready to re-negotiate nuclear deal with Pakistan

BY ROBERT MAUTHNER

PARIS, Jan. 6.

FRANCE IS now willing to re-negotiate the controversial contract to supply Pakistan with a nuclear reprocessing plant which provoked a serious disagreement with the U.S.

This was revealed to-day by French officials following the talks between President Jimmy Carter and M. Valery Giscard d'Estaing, the French Head of State.

Officials said the two countries' positions had moved much closer together, though there remained important differences on several aspects of nuclear policy. In the past year France has adopted a more restrictive nuclear exports policy.

After Mr. Carter's departure for Brussels to-day President Giscard said the U.S. President had given him an assurance that uranium supplies to France would be maintained at least until the conclusion of the international nuclear fuels cycle evaluation talks.

The proposals currently being examined by relevant Government departments are said to provide for a modification of the reprocessing system to be used in the plant bought by Pakistan.

Instead of a process under which pure plutonium—which easily could be employed for making nuclear bombs—would be extracted from the spent nuclear fuels, the French are reported to be proposing a method known as "co-processing."

This would produce a mixture of plutonium and uranium which would be much more difficult to use for making bombs.

French officials discounted reports that the contract would be cancelled altogether, since the plans for the reprocessing plant had already been delivered to Pakistan. But it was not clear what would happen if Pakistan rejected the French proposals for modification of the plant.

France's latest move is a logical conclusion of the nuclear exports policy adopted by the Government in December 1976 when, in line with the French President's conversion to Mr. Carter's basic ideas on non-proliferation, it was decided that no new contract for reprocessing plants would be signed by France.

On the other hand, the French have emphasised repeatedly that they would honour contracts concluded before the new nuclear exports policy was adopted.

Vote by firemen likely to be close

BY PAULINE CLARK, LABOUR STAFF

FIREMEN'S reactions to their leaders' decision to recommend a return to work with no immediate advance on the 10 per cent. pay offer has given little indication of the outcome of their union's recalled delegate conference next week.

Even the Fire Brigades Union, whose executive advised against the strike in the first place, was unable yesterday to provide any hope that the Government could count on an early end to the strike which has lasted for more than two months.

Mixed reports from areas whose votes could be crucial at the conference on whether to accept the 10 per cent. pay offer indicate only one likely outcome: that the vote should be close.

It seems certain that if there is a return to work it will not be in good grace.

Union commentators said last night that this could be the "only possible fair prediction." A number of Midlands and Southern region areas have shown a readiness to give up the present fight, a mood which was more than offset, however, by the still militant stance of strong and numerically important regions like Scotland, Manchester and Yorkshire.

The FBU said it would be working trying before the recalled conference at Bridlington next Thursday to communicate the pay offer to local union leaders and to picket lines.

Mr. Terry Parry, general secretary, yesterday described the pay formula he will be recommending as a "very great victory." It falls far short of the original demand for an immediate 30 per cent. rise but guarantees parity with public sector skilled manual workers by 1979. The latest revised version, in Mr. Parry's view, was "very satisfactory."

Mr. Pat Clenaghan, Strathclyde region strike leader, said that the 10 per cent. deal would be rejected throughout Scotland.

Picketing firemen in Manchester insisted yesterday that there would be "no surrender" although Mr. Clifford Davis, the Manchester union representative, said that a full report on the pay offer had yet to be considered.

In Yorkshire, Mr. Terry Smith, a conference delegate, warned that if the offer was 10 per cent. with all the uncertainty and delays of completion in 1979, then "the noises would be to reject the latest offer."

Merseyside leaders were predicting a similar rejection by their members while in the West Midlands, Mr. Ron Jackson, union official, said acceptance was "by no means cut and dried."

In Northamptonshire, however, 200 firemen voted to accept the employers' offer if this were recommended. Mr. Tom Garland, secretary of the southern region, said he thought many firemen would vote for a return to work because of hardship. In his own opinion, however, it was a "sell-out."

Continued from Page 1

Overdraft rates cut

up from 5 per cent. to 7 per cent. at the end of November in an adjustment after the pound was allowed to float upwards to choke off the inflows of funds from abroad.

In New York the move by Citibank, which often leads movements in U.S. rates, was followed by Marine Midland and Bank of New York.

The rise, coupled with continuing anxiety about the dollar, cast further gloom over Wall Street. But it was far from clear whether other major banks would follow the lead on this occasion. Bankers pointed out that demand for credit at the big New York banks had not been strong in the past month.

For the fourth consecutive day share prices fell and share analysts pointed out, that for the first time since October 1 the Dow Jones industrial average had closed below what many had regarded as an important support point the 800 level.

The Dow lost 11.43 points to close at 793.49, taking the fall for the first four trading days of the new year to 37.68 points.

In the U.K. the cut in MLR confirmed the prospects of a cut in the building society rates—which appeared likely even before yesterday's decision.

Towards the end of last year building society monthly net receipts were running near the £600m. mark. Even in December, a traditionally poor month for savings, funds continued to flow in. January's figures are expected to be excellent, possibly breaking all records.

A major consideration in the societies' calculations will be the concern expressed by the Government about the possible effects of a very high mortgage lending programme in 1978 on house prices.

It has been agreed between the societies and the Government that a little more than £700m. a month should be regarded as the lending ceiling throughout this year. This would release about £8.6bn. into the housing market compared with an estimated £6.75bn. last year.

Societies have recently been committing themselves to a lending total of nearer £800m. a month, however. A reduction in investors' rates could help dampen the massive inflow of funds and prevent societies from having to impose unwelcome lending limits.

But some society leaders are saying a further reduction in the cost of home loans could prove to have a more inflationary effect on prices than allowing the lending programme to find its natural level in the coming year.

THE LEX COLUMN

Interest rates on the decline

The stock market has started off in 1978 in reasonably encouraging style. The F.T. 30-Share Index is nudging the 500 mark after rising nearly 12 points in a shortened week. The performance of gilt-edged has been less impressive, but there have been good technical reasons for this and last night the gilt market staged a good rally. Once Monday's £320m. call on the partly paid Treasury 10½ per cent. 1999 is out of the way gilts should be better placed to go ahead.

Undoubtedly the dominant factor this week has been the performance of sterling. Rising sharply on Tuesday and Wednesday morning, it turned round abruptly on news of the U.S. Government's new intervention policy. But there was renewed strength late yesterday afternoon, and the net result of the week's gyrations has been to leave the pound more than a cent higher against the dollar, at $1.93.

Against this firm, if erratic, currency background U.K. interest rates have again begun to move lower, and the big clearing banks have at last moved more or less back into line on base rates. Other economic news is likely to continue favourable, with wholesale prices and the trade figures coming in the next week or so. But the stock market is likely to have to look nervously over its shoulder as the currency upheavals continue.

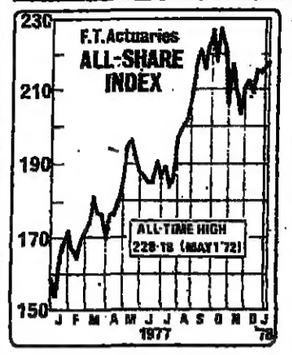
P.O. Pension Fund

The annual report of the Post Office Staff Superannuation Fund highlights fundamental questions about the very existence of such a scheme. The point of funding a pension scheme is to give employees an assurance of the payment of their pensions at the agreed rates. But in the case of the Post Office, such an assurance is unnecessary and illusory.

Thus whatever its customers may sometimes think, there is no possibility of the Post Office ceasing to exist in some form or another in the future. Meanwhile, the size of the fund's deficiency is such that there can be no long-term guarantee of its independent viability. The actuarial valuation just under two years ago showed a deficiency of £1.9bn. on past service liabilities and £296m. on future service liabilities.

Moreover these enormous red figures are the result of some pretty optimistic assumptions.

Index rose 2.8 to 497.3



One is that the investments will produce a real annual return of 4 per cent. For comparison, the Government actuary has worked on a figure of 0.5 per cent. for some of his calculations for the new State scheme.

But the fruitless attempts to fund this growing deficit are creating an institution of truly awesome proportions. Last year its net cash flow, after paying out all benefits, amounted to £367m., a rise of a half on the 1976 figure. Its cash balances, together with short term marketable securities, totalled £278m. How can inflows on this scale, and rising at this rate, be invested efficiently?

Last summer, the Carter Committee recommended a switch to a partially funded scheme as the most equitable solution to the Post Office problem. Unless something is done quickly, even more radical changes may be necessary.

Stock Exchange

The Stock Exchange has marked the first week of the New Year by issuing an information leaflet which describes how the present tax system penalises the private direct investor. This is said to be the start of a campaign by the Exchange to obtain the sort of tax concessions from the Chancellor which might help to tempt the small investor back into the stock market. With the dollar premium surrender victory still fresh in the memory it seems that the Stock Exchange chairman, Mr. Nicholas Goodison, judges the time is now right to attack some of the nine slices of tax which can apply to buying, holding and selling shares.

The leaflet's appearance is tangible evidence that the Stock Exchange has woken up to the sober fact that the disappearance of the small man from the stock market threatens its own existence. Institutional business has been very lucrative for SE members and still profitable. But even this is likely to come under threat in the not too distant future as the pressure growth for negotiated commissions. Meanwhile the market finds it harder and harder to cope with the herd instinct of the fund managers.

The Stock Exchange's attitude on personal taxation is fair enough. But the leaflet dodges the question of whether one way of correcting the balance between individuals and institutional investors would actually be to remove some of the institutional tax privileges. In this respect, clearly, the Stock Exchange is reluctant to bite the hand that feeds it.

Akroyd & Smithers

Uncharacteristically, jobbers Akroyd and Smithers came a cropper in 1976-77 on the wrong foot: they were running a heavy net short position on the balance sheet date September 30 which coincidence turned out to be the very peak of the gilt-edged market. In other respects, however, it was a remarkable year and pre-tax profits (as already published) reached £15.5m., though, as the accounts now reveal, the firm charged £0.7m. in extra depreciation, exceptional charges for pensions and removal expenses.

It was certainly a remarkable year for Akroyd's staff. The average income of all 358 employees was £9,940 and no fewer than 41 employees and directors were paid more than £20,000 each. For comparison, Cazenove's showed just 11 people in this bracket in its last accounts, GKN listed 19, there were 25 at GEC and 30 at National Westminster Bank. Of course, Akroyd's staff benefited from profit-linked bonuses which may not be repeated on the same scale.

There can be no complaint elsewhere in the City about the size of Akroyd's profits — they are the result of judgment and the willingness to take calculated risks. Yet the Bank of England and the Government broker may not be entirely happy: it could be that the moves in the gilt-edged market have been too easy for Akroyds to read. Conditions have been much more unsettled since September, however, and the lush profits in gilts will help lead at least one more jobber to compete in this market.

Weather

U.K. TO-DAY

RAIN spreading S. Mild.

London, S.E. and Cent. E. England, S. Anglia, Channel Is. Bright intervals, rain later. Max. 9C (48F).

Midlands, E. and Cent. N. England Cloudy, rain in afternoon. Max. 8C (46F).

S.W., N.W. and N.E. England, Wales, Lakes Rain early, becoming brighter. Max. 10C (50F).

I. of Man, Scotland, N. Ireland Sunny intervals, showers. Max. 7C (45F).

Outlook: Changeable.

BUSINESS CENTRES

		Y'day Mid-day °C	°F			Y'day Mid-day °C	°F
Amstrdm.	C	7	45	Luxembg.	C	−2	28
Athens	R	3	37	Madrid	S	7	45
Bahrain	S	18	64	Manchstr.	C	7	45
Barcelona	C	8	46	Melbourne	R	24	75
Beirut	S	16	61	Mexico C.	S	23	73
Belfast	C	7	45	Milan	S	5	41
Belgrade	S	8	46	Montreal	C	−17	1
Berlin	R	2	36	Moscow	F	−13	9
Birmghm.	C	8	46	Munich	C	−4	25
Bristol	C	9	48	Newcastle	F	9	48
Brussels	C	4	39	New York	S	5	41
Budapest	C	−1	30	Oslo	C	−3	27
B. Aires	S	29	85	Paris	F	8	46
Cairo	S	18	64	Perth	S	30	86
Cardiff	C	8	46	Prague	C	−2	28
Chicago	C	2	36	Reykjavik	C	1	34
Cologne	C	4	39	Rio de J'o	S	30	86
Copnhagn.	C	6	43	Rome	S	7	45
Dublin	C	9	48	Singapore	R	24	75
Edinburgh	C	7	45	Stockholm	Fg	0	32
Frankfurt	C	−1	30	Strasbrg.	S	1	34
Geneva	F	0	32	Sydney	S	22	72
Glasgow	C	7	45	Tel Aviv	S	15	59
Helsinki	Sn	−19	−2	Tokyo	C	11	52
H. Kong	S	17	63	Toronto	Sn	−6	21
Jo'burg	C	25	77	Vienna	C	0	32
Lisbon	C	11	52	Warsaw	Sn	−2	28
London	C	9	48	Zurich	F	−4	25

HOLIDAY RESORTS

		Y'day Mid-day °C	°F			Y'day Mid-day °C	°F
Ajaccio	S	11	52	Jersey	S	4	39
Algiers	S	14	57	Las Plms.	R	16	61
Biarritz	S	9	48	Locarno	S	3	37
Blackpool	C	8	46	Majorca	F	12	54
Bordeaux	S	7	45	Malaga	C	15	59
Boulogne	C	6	43	Malta	F	7	45
Cape Tn.	C	24	75	Nairobi	S	25	77
Corfu	S	8	46	Naples	S	5	41
Dubrovnik	S	14	57	Nice	S	10	50
Faro	F	14	57	Oporto	S	13	55
Florence	S	6	43	Rhodes	F	15	59
Funchal	C	18	64	Salzburg	C	−5	23
Gibraltar	C	15	59	Tangier	F	16	61
Guernsey	S	8	46	Tenerife	D	12	54
Innsbruck	F	−3	27	Tunis	C	10	50
Inverness	S	9	48	Valencia	C	10	50
Is. of Man	C	8	46	Venice	F	4	39
Istanbul	Sn	1	34				

S—Sunny. F—Fair. C—Cloudy. R—Rain. Fg—Fog. Sn—Snow. D—Drizzle.

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